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THE Publishers' Weekly

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VOL. XCVII.

NEW YORK, JUNE 26, 1920

No. 26

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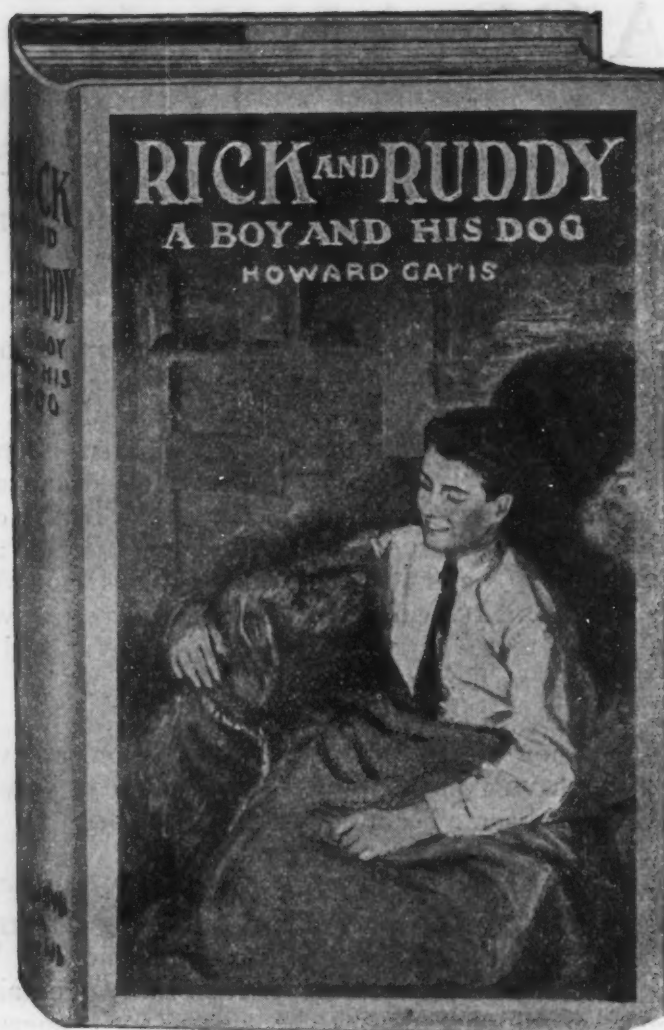
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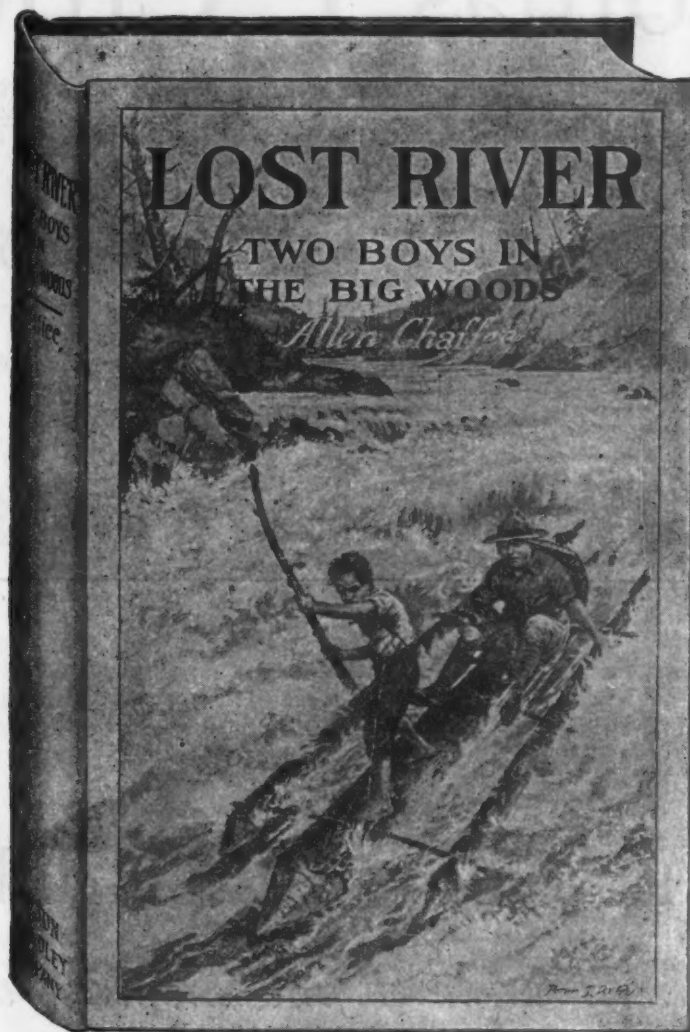
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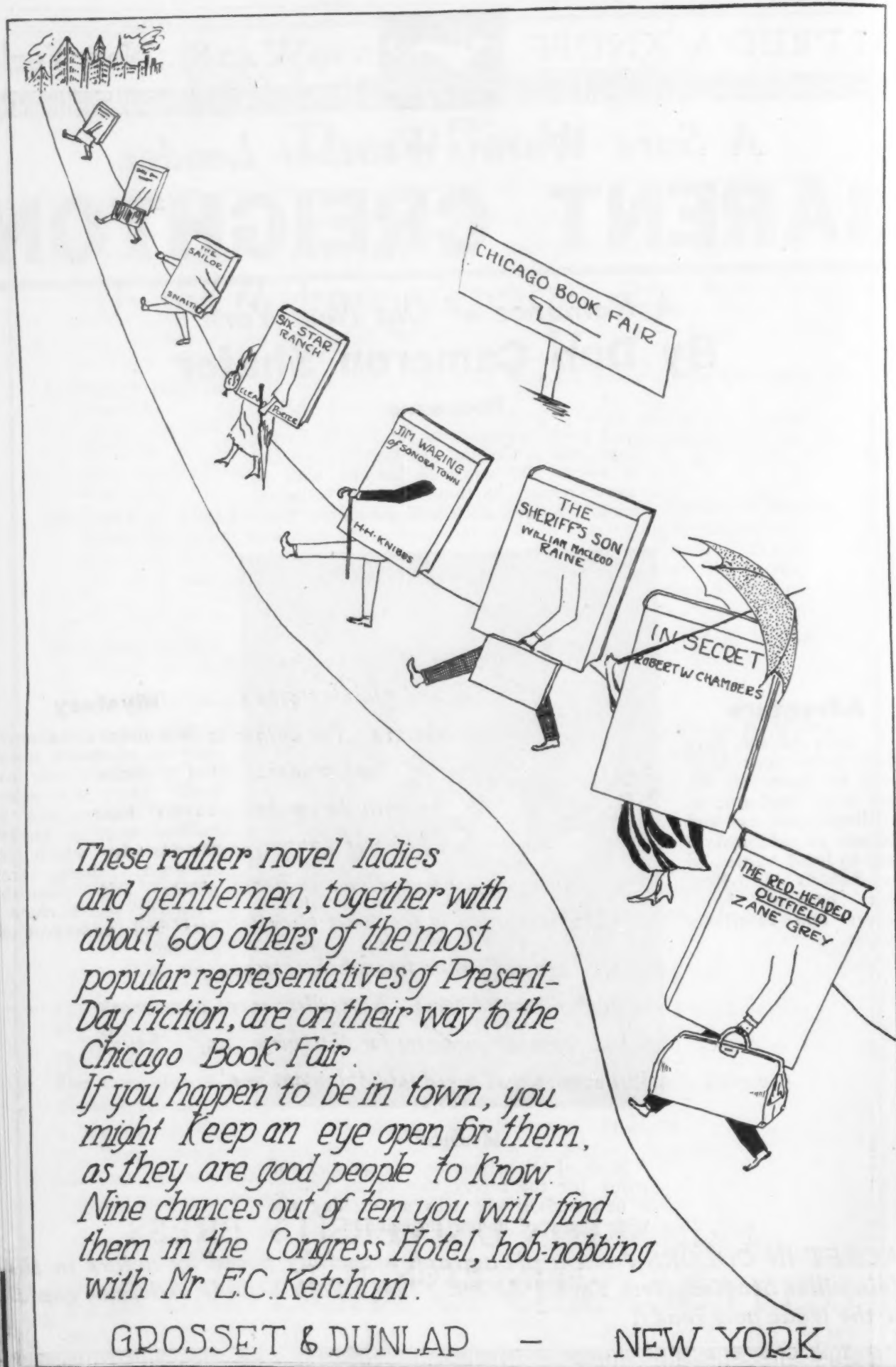
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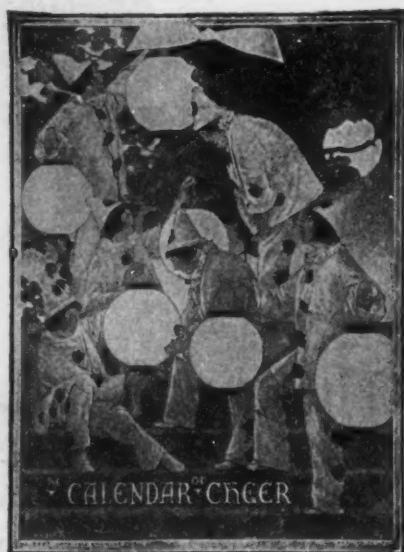
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Change of Plan for the Educational List, 1920

Our annual canvass of the educational publishers, in preparation of the index to all educational books for the PUBLISHERS' WEEKLY (July 24th) has brought out that price changes are so much in the air that it would be difficult to completely revise this List, and several firms suggested that they would much prefer not to print prices at this time in any index.

There seems to be much pertinence to this point. As we would not wish to issue the List unless complete, and could not issue it without fullest co-operation from all educational houses, we have decided after careful consideration to adopt the suggestion that we issue an index to *new* educational books published between July, 1919 and October, 1920, which shall serve as a supplement to last year's List, and which will bring to the attention of educators, booksellers and librarians thru this special number, the progress that has been made in this educational field.

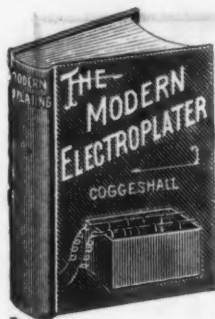
Publishers are requested to send us at once complete lists of their *new* educational books as designated above, naming the classification under which title should be entered.

This supplementary Index will be complete by author and subject. Imprint editions will be sold to distributors of school-books. The text of the number will contain material of special interest to those in the school-book business.

Advertising will be accepted for this number at the regular PUBLISHERS' WEEKLY rate of fifty dollars a page.

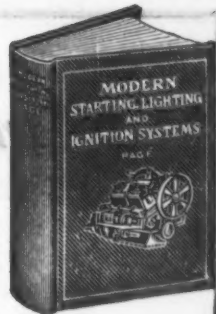
Next year, when things are more settled, the complete index will be issued again, after careful consultation with all publishers, with a view of assuring its greatest usefulness.

The Publishers' Weekly



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By Fred J. Jacobs. 340 pages, 200 illustrations. Price, \$3.00.

MODEL MAKING

By Raymond Francis Yates. 400 pages, 301 illustrations. Price, \$3.00.

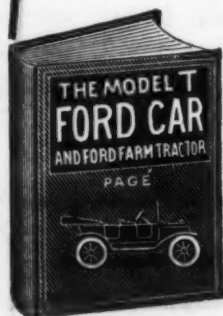
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Liberal Discounts

Publishers FREDERICK A. STOKES COMPANY New York

The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

June 26, 1920

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Chicago—Book Center

THROW away your hammer and get a horn," urges Chicago's Mayor. Superfluous advice surely. For the spectacle of a Chicagoan bally-hooing the pre-eminence of his city is so laughably familiar that any Chicago boost more often than not receives vastly more than its proper discount. Do not let your sense of humor interfere with your estimate of the important place held by the middle-western metropolis in the book world. New York may turn out the books; but there is no greater factor in their distribution than Chicago.

The city itself is a tremendous book consumer. The literary aspect of Boston life used to be jocularly axiomatic; but the palm for book interest has passed to Chicago. Books are a vital part of life there. Perhaps the race for the dollar, and the ever-insistent presence of the Stock Yards necessitate anodynes. Whatever it is, something there makes reading a serious and wide-spread occupation. One hears discussion of best sellers on "L" trains and stylistic controversies on the Boulevard. The department stores feature books; there are numerous book-shops doing a land-office business. Books are keenly important to Chicagoans.

Exaggeration? Let me remind you of the tremendous success attained by the week-long, man-sized Book Fair held last year by Marshall, Field & Company—an innovation which will be annual. Newspapers reflect the public taste, and H. L. Mencken has this to say in his article "The Literary Capital of the United States": "There is in Chicago a body of critical opinion that is unsurpassed for discretion and intelligence in America. The New York newspapers, in the main, employ third-rate journalistic hacks as dramatic critics and their book reviews are ignorant and ridiculous; but in Chicago there is an abundance of sound work in both fields, and even the least of the newspapers makes

a palpable effort to be honest and well informed."

The manager of A. C. McClurg & Company (which he claims to be the largest book selling house this side of Australia) informs me that from this mammoth Chicago firm go out one-tenth of all the books sold in the United States. One-tenth—and from that single firm alone. And there are many other jobbers, smaller it is true, but doing a proportional business. Glance at the map. You will see at once the why of this condition.

Chicago on the map looks like a spider in the center of a vast web of railroads. Chicago is, in the phrase of Sandburg, "the nation's freight handler." By land and water it distributes to the whole country. In the case of McClurg's, continual sales are made as far east as the center of Pennsylvania; north into Canada, south into Tennessee, and all the way west to the Pacific coast. Illinois and the states surrounding it are of course the heaviest market. Indianapolis has little influence on sales—it is tributary to New York. The whole of the Middle West and almost all of the West itself looks to Chicago for book advice and for the books themselves. Buyers in all the smaller towns are guided by monthly bulletins.

New York supplies, it is true, most of the original thirteen states. The rest of the country when it wants *anything* supplied to it looks to Chicago.

J. V. A. WEAVER.

Reading the Barometer in July

ONE of the important phases of the gathering of the bookselling energy of the country into Chicago during the second week in July is the opportunity that it gives for comparing notes as to conditions and prospects for the season ahead. Many buyers from different parts of the country will by that time have been placing orders, and their comments and the way they have been buying will give material for a prophecy as to the fall.

In estimating the activities in the competitive field and in the field of the popular sellers, there is no area that can give more valuable evidence than the Middle-West. Buyers there are ready by July with their well weighed prophecies and *have to be ready*

by that time to place their large orders, if they are to have the material needed on hand for the active season. There is every present indication in the buying reports that it is to be an exceptional book season, but the informal conferences and talks at Chicago will give an additional indication of conditions, and the home offices will be waiting with interest for reports that come in to study the character of the orders placed.

St. Louis vs. Boston

ONE of the prime assets of a successful retailer is the knack of getting his business known and discussed, and we must compliment Mr. D. C. Buist, manager of Doubleday's Arcade Bookshop in St. Louis, who has obtained space in metropolitan papers for his analysis of the comparative book buying characteristics of Boston and St. Louis. These statistics, printed in the *New York Sun*, have already aroused the *Boston Transcript* to reply.

Mr. Buist has indicated what he believes are the approximate characteristics of the purchasing habits of the book-buyers of the two cities, from figures he has collected, the most marked difference being that Boston purchases 43 per cent fiction and St. Louis 23 per cent.

Without the knowledge of how these figures were gathered, the comment must be somewhat at sea, but a little competition between cities as to their book-buying habits would be a pleasant form of sport to watch, and, if statistics could only be gathered accurately and regularly, it would be pleasant to organize something like an eight-city league, in which the scoring averages of the different teams were carefully watched by authors, readers and publishers all over the country.

We can imagine that under such a plan, we would find, for instance, the Old Corner Bookstore on the Boston team clearing the center field bleachers with a drive on business books. This favorable showing, however, might be drawn down a little because Lauriat had insisted on running up great totals on "This Side of Paradise," fiction being counted only as a base hit. From St. Louis would come reports that autobiography was in heavy demand, as Champ Clark's two volumes were piling up big totals, while the publication of Sara Teasdale's new volume

had put the record in poetry far to the front. With Herbert Gould and Marcella Burns-Hahner batting in number two and three positions on the Chicago team, there would be likely to be records brought in from the Windy City that would stagger even the New York Giants led by John Loos, or the Philadelphia Athletics captained by Walter Cox.

Captain Rogers Hornsby Buist should remember, however, that there are about three times as many people within twenty-five miles of Boston as there are within that range of Olive Street, St. Louis, which would give the Red Sox considerable advantage over the Cardinals.

Bookselling has been left too much apart from the strong currents of every-day life, and this system of competition, which St. Louis is bringing forward, ought to blow a breath of human interest into this greatest of all games.

Printers Elect National Officers

The result of the ballot for officers of the International Typographical Union has been announced, and John McParland, a member of Typographical Union No. 6 of the New York organization, has been elected President over Marsden G. Scott by 28,033 to 26,705. The former Secretary-Treasurer, John W. Hays, was re-elected. This vote was taken thru 761 different unions. The election is important, because Mr. Scott, at the time of the strike last fall, stood out for the plan of a 44 hour week to be in effect May 1st, 1921, instead of last October, his argument at that time being that in 1921 many contracts in different cities would expire, and the whole country could get 44 hours together. To this the employing printers in New York agreed. The local New York union, No. 6, however, felt that it was time to put the 44 hour schedule into effect in New York, regardless of the rest of the country.

At that same time, a demand for fifty dollars a week for compositors and linotypists and pressmen was made, which was finally compromised at forty-five dollars a week. The question of wages will undoubtedly be brought forward again in the fall.

Buys a Paper Mill

It is reported that the Federal Printing Company and McGraw-Hill Company have united in purchasing an old established paper mill in New England. The United Publishers Corporation (which is largely the owner of the Federal Printing Company) like the McGraw-Hill Company, is interested in technical periodicals and books, and this purchase may indicate that these two big corporations are working together.

IN PRAISE OF CHICAGO

By Henry L. Mencken

[An article written to tell Englishmen about Chicago—"the real capital of the United States"—and first published in the Nation of London. Reprinted here by permission of Mr. Mencken of the Chicago Daily News.]

However largely New York may bulk in the imagination of Europe or in the sight of those Americans who hang upon the front and rear edges of the materialistic conception of history, it ceased long ago to hold any leadership in that department of the national life of the republic which has to do with beautiful letters, or even to bear a part of any solid consequence therein. There is no longer a New York school of writers, as there was in Irving's day and in Poe's and even in Whitman's and Mark Twain's; there are, indeed, not more than two or three New York writers in practice to-day who are worthy of serious consideration at all. Scarcely a book of capital importance to the national literature has come out of the town for a generation. Nearly every work of genuine and arresting originality published in the United States during that time, nearly every work authentically representative of the life and thought of the American people, from George Ade's "Fables in Slang" to Edgar Lee Masters' "The Spoon River Anthology," and from Frank Norris' "McTeague" to Theodore Dreiser's "Sister Carrie," has been put together in the hinterland and by a writer wholly innocent of metropolitan influence.

Life buzzes and coruscates on Manhattan Island, but the play of ideas is not there. The New York spirit, for all the gaudy pretentiousness of the town, is a spirit of timidity, of regularity, of safe mediocrity. The typical New Yorker, whether artist or mere trader, feels the heavy hand of the capitalistic bourgeoisie upon him at all times. He is always looking over his shoulder furtively, in fear that he may have done something that is not approved and so brought down upon himself some inexplicable penalty. Here are the great rewards, but here also are the inviolable taboos. The individual, facing that relentless regimentation, is afraid to be himself. Above all, he is afraid to be an American. The town is shoddily cosmopolitan, second-rate European, extraordinarily cringing, a sort of international Jenkins.

But the United States, for all that, occasionally produces a good book. Now and then it even penetrates to Europe—Dreiser's "Sister Carrie," the Masters' "Anthology," London's "The Call of the Wild." More often it is hauled up by the Atlantic—Willa Cather's "My Antonia," Sherwood Anderson's "Winesburg, Ohio," Carl Sandburg's "Chicago Poems," Cabell's "The Cream of

the Jest." Where do they come from? Not from New York; it produces nothing, as we have seen. Not from Boston; it is as tragically dead intellectually as Alexandria or Padua. Not from Philadelphia; it is an intellectual slum. Not from San Francisco; its old life and color are gone, and the Puritans now dominate it. Not from Washington or St. Louis or New Orleans or Baltimore; they are simply overgrown villages. Nay, from none of these, but from Chicago!—Chicago the unspeakable and incomparable, at once the most hospitably cosmopolitan and the most thoroly American of American cities:

"Hog butcher for the world,
Toolmaker, stacker of wheat,
Player with railroads, and the nation's freight handler; . . .

Laughing the stormy, husky, brawling
laughter of youth, half naked, sweating,
proud to be hog butcher, toolmaker, stacker
of wheat, player with railroads and freight
handler."

In Chicago there is the mysterious something that makes for individuality, personality, charm; in Chicago a spirit broods upon the face of the waters. Find a writer who is indubitably an American in every pulse beat, snort and adenoid, an American who has something new and peculiarly American to say and who says it in an unmistakable American way, and nine times out of ten you will find that he has some sort of connection with the Gargantuan and inordinate abattoir by Lake Michigan—that he was bred there or got his start there or passed thru there in the days when he was young and tender.

It is, indeed, amazing how steadily a Chicago influence shows itself when the literary ancestry and training of present-day American writers are investigated. The brand of the sugar cured ham seems to be upon all of them. With two exceptions, there is not a single American novelist of the younger generation—that is, a serious novelist, a novelist deserving a civilized reader's notice—who has not sprung from the middle empire that has Chicago for its capital. I nominate the two exceptions at once: Abraham Cahan, New York Jew, always vastly more Russian than American, and James Branch Cabell, last survivor of the old aristocracy of the south. All the rest have come from the Chicago palatinate: Dreiser, Anderson, Miss Cather, Mrs. Watts, Tarkington, Wilson, Herrick, Patterson, even Churchill. It was Chicago that produced Henry B. Fuller, the packer of the modern American novel. It was Chicago that developed Frank Norris, its first practitioner of genius. And it was

Chicago that produced Dreiser, undoubtedly the greatest artist of them all.

The astounding literary productivity of Indiana, the most salient phenomenon of latter-day American literature, is largely ascribable to the influence of the inland capital on the lake. The limits of the city run to the Indiana frontier; the youth of the state turns to it instinctively; it as plainly dominates the energy and aspiration of all that fertile region as Edinburgh dominates Scotland. From Ade to Dreiser nearly all the bright young Indianians have gone to Chicago for a semester or two, and not only the Indianians but also the youngsters of all the other middle western states. It has drawn them in from their remote wheat-towns and far-flung railway junctions, and it has given them an impulse that New York simply cannot match—an impulse toward independence, toward honesty, toward a peculiar vividness and naïveté—in brief, toward the unaffected self-expression that is at the bottom of sound art. New York, when it lures such a recruit eastward, makes it a pliant conformist of him, and so ruins him out of hand. Witness Hamlin Garland and Irvin Cobb. But Chicago, however short the time it has him, leaves him irrevocably his own man, with a pride sufficient to carry thru a decisive trial of his talents. Witness Anderson, Dreiser, Masters, Sandburg and Ade.

What lies at the bottom of all this, I dare say, is the elemental curiosity of a simple and somewhat ignorant people—the naïve delight of hog butchers, freight handlers and stackers of wheat, in the grand clash and clatter of ideas. New York affects a superior sophistication and in part it is genuine; Boston is already senile; Philadelphia is too stupid to be interested. But in Chicago there is an eagerness to hear and see, to experience and experiment. The town is colossally rich; it is ever changing; it yearns for distinction. The newcomers who pour in from the wheat lands want more than mere money; they want free play for their prairie energy; they seek some imaginative equivalent for the stupendous activity that they were bred to. It is thus a superb market for merchants of the new. And in particular it is a superb market for the merchants whose wares, tho new, have a familiar air—which is to say, on the æsthetic plane, for the sort of art that is recognizably national in its themes and its idioms, and combines a Yankee sharpness of observance with a homely simplicity—the sort of art that one finds in a novel by Dreiser or a poem by Sandburg—the only sort that stands free of imitation and is absolutely American.

For such originality Chicago has a perennial welcome, and where the welcome is there the guests are to be found. Go back for twenty or thirty years, and you will scarcely find an American literary movement that did not originate under the shadow of the stockyards. In the 1890's New York turned its

eyes toward England, but Chicago had Savoy of its own and at least one publishing house that grandly proclaimed the doom of the old order, and trotted out its Fullers and Mary MacLanes and imported Ibsen and Maeterlinck, then as strange as Heliogabalus. The new poetry movement is thoroly Chicagoan; the majority of its chief poets are from the middle west; *Poetry*, the organ of the movement, is published in Chicago. So with the little theater movement. Long before it was heard of in New York it was firmly on its legs in Chicago. And to support these various reforms and revolts, some of them already of great influence, others abortive and quickly forgotten, there is in Chicago a body of critical opinion that is unsurpassed for discretion and intelligence in America. The New York newspapers, in the main, employ third rate journalistic hacks as dramatic critics, and their book reviews are ignorant and ridiculous. But in Chicago there is an abundance of sound work in both fields, and even the least of the newspapers makes a palpable effort to be honest and well informed.

So much for the Chicagoiad. Lying out there where the prairie runs down to the great lakes is "the real capital of the United States." It is overgrown, it is oafish, it shows many of the characteristics of the upstart, but under the surface there is a genuine earnestness, a real interest in ideas, a sound curiosity about the prodigal and colorful life of the people of the republic. The literature of the country, at the moment, is in a state bordering upon paralysis. The war has greatly augmented imitativeness; worse, it has greatly strengthened the puritan machinery for putting down intellectual experiment and enterprise; the statute books are heavy with ferociously repressive laws, and many of them bear harshly on the man of letters. But wise men look for a reaction toward freedom in ideas, and, what is more, toward a sane and self-respecting nationalism. If it ever comes it will not come from New York, New York is too timorous. It will come, I think, from Chicago.

Exchange and Customs Payments

Some time ago, the Treasury Department issued a ruling permitting importers to enter merchandise on the basis of the current rate of exchange, but required that in such cases the consular invoice must bear a date previous to the date of exportation of the merchandise. The Merchants' Association of New York is pointing out, that in many cases it is impossible to get consultation of invoice prior to date of shipment, so that this ruling is working an injustice. This is particularly important for those bringing goods from the continent, where the current exchange rates are at great variance with the customary rate.

THE DEVELOPMENT OF THE BOOK FAIR

Early next month many bookmen will make the pilgrimage to Chicago to take part in the annual Book Fair. There, at the Palmer House and the Congress Hotel, representatives of nearly every important publishing house in the country will display their lines for the mid-western dealer's fall business.

The origin of this informal convention is literally shrouded in mystery. It seems beyond the memory of the oldest of the "Old Guard." George Sully, whose claim to membership in that interesting and important group is undeniable, was present at the Fair 'way back in 1884 and then it had been going on for some time. Even the w. k. F. T. J. Nunan himself cannot recall the year when it began. But notwithstanding its obscure start the Chicago Book Fair is today so well established that it is safe to predict for it an everlasting existence.

Year after year bookmen gather thus in Chicago in July,—in steadily increasing numbers. An interesting comparison in attendance figures is furnished by the record printed in the PUBLISHERS' WEEKLY in 1900. From the 5th to the 15th of July, that year, about 20 representatives of Eastern publishers crowded the Palmer House. Such firms as H. M. Caldwell Co., George M. Hill Co., The Merston Co., E. J. B. Young and Co. and Henry T. Coats & Co., all now out of business, made displays of their lines. In those days, too, the records further show such men as George H. Doran, Frank Reilly, George Sully, now at the head of their own very successful publishing houses, were travelers for other publishers and represented them at the Book Fair. Last year's report shows the presence of over forty travelers from the Eastern publishing houses, and a proportionate increase of attendants from other sections of the country.

During its existence the Chicago Book Fair has wielded an influence on publishing and bookselling to which the perspective of time has given definite form. One need not go back very far to remember the time when the lines of many publishers were more truly competitive than they are today. Such juvenile favorites as G. A. Henty, Oliver Optic, James Otis, Edward Ellis, Horatio Alger and editions of standard classics were to be found on a number of lists.

It, therefore, used to be most important for travelers to be in Chicago, the mid-western buying center, at a time when the representatives of competitive publishers were there. No fixed retail selling price of these identical titles existed, and the bid for the dealer's fall business was made on the basis of either a more attractive binding (conditions were different then) or a lower wholesale price. and when travelers began to undersell one another, then the fun began. A bear raid on the 'change had nothing on it. Telegrams poured into New York or Philadelphia or Boston, or

wherever the main offices were, announcing drops in the market price and requesting permission to smash the market with still further cuts. Altogether a mad scramble resulted, with, of course, an attendant drop in profits. Today the situation is vastly different. Each house exploits an author of its own. Each has a series of juveniles which has a different,—in many instances a definite—sales value to the retailer. While this has largely eliminated competition, as it used to exist, it has, after all, created a healthier and more desirable condition. Publishers no longer compete on such a profitless basis, and a happy feature of this new situation is that it is possible for each house to sell its line to the entire book-trade.

That this change was for the better is evidenced by the fact that there are today more houses publishing books than there were in the old price-cutting days.

The business end of the book game, from the viewpoint of the manufacturer, was not the only one to benefit from the new conditions. New conditions also serve to establish more friendly relations among the travelers. A few years ago who would have thought that bookmen would work in friendly co-operation when it came to getting the dealer's business? Now they hobnob freely and agreeably together, and it is not at all unusual to find one escorting a buyer to his next appointment.

The buying situation has also changed materially. Formerly, publishers had fewer representatives, transportation was more difficult, and many dealers could not buy with any degree of assurance that the prices they were paying were the best at which they could buy. A large number, therefore, journeyed annually to Chicago for the opportunity to select from the entire group of competitive lines at a price that usually hit rock bottom at the Book Fair. This transient buying element has now all but disappeared. At present, publishers make their Chicago displays for the convenience of permanent groups of buyers whose presence can be depended upon from year to year. Managers of the various stores of the religious book houses meeting in Chicago for their annual conference, make this an occasion for selecting titles for their fall catalogs. These are divided into the following groups. The buyers of the bookstores of the Presbyterian Board of Publication, the American Baptist Publication Society, the Methodist Book Concern and the Pilgrim Press.

Montgomery Ward & Co. call in the manager of their Kansas City book department, to select books for their catalog in conjunction with Duke Hill, the chief in Chicago. Sears, Roebuck & Co. and the other mail order houses, The Book Supply Co. and David Clarkson Co. do their fall buying at the Book Fair. A. C. McClurg &

Co. select at this time the books which they intend to feature in the fall selling campaign in the West. Mr. W. J. Kernohan of T. Eaton Co., Ltd., of Toronto has made the trip to Chicago for the past three years, with Mr. J. Greer, also of the Toronto Store, and Mr. W. E. Watson of the Winnipeg branch of the firm and is expected to come again this year.

Altogether the Chicago Book Fair has been instrumental in promoting good will, making

possible a greater co-operation, the benefits of which are felt in the entire book-trade. For a number of years it has been the custom to devote one day to play; and the way salesmen and buyers play together is the best proof of how well they generally work together.

July 14th has been set as this year's "play" day. Everybody who possibly can, should attend it.

THE CHICAGO BOOK FAIR DIRECTORY

The Palmer House Again the Mecca

Chicago has hotels aplenty, some of them strangely old-fashioned, others of a more modern type, while a select few are of the very latest model. As much of the traveling public adores the latest in hotels, the book-trade traveler has always been loyal to the old Palmer House despite its thread-bare gentility and its lack of luxuries. Here for more than a generation he has come year after year in midsummer for the now far-famed "Book Fair" which has grown steadily until it has become a veritable institution.

During the first three weeks of July the game of selling is at its height. The display of competitive lines is the feature that attracts the big buyers of the Central West, as well as many smaller ones from points near and far. All these make Chicago an objective in midsummer.

The travelers who cover Chicago regularly are mainly the veterans of the road. The occasion of a "Book Fair" commands the services of the salesman of record, the man who, thru years of training, is thoroly groomed for the race for big business. A few yearlings, representing the newer publishers, will be in the line-up for a share of the stakes. Among those who will make things hum this year at the Palmer House it is interesting to study the following entrants and see how they "get away with it" during the warm weeks of July:

American Baptist Publication Society, C. W. Shull, Palmer House, Room 320.
 Association Press, C. W. Shull, Palmer House, Room 320.
 Atlantic Monthly Press,
 Barse & Hopkins, W. J. Barse, Palmer House, Room 340.
 Bobbs-Merrill Co., H. B. Runyan, Palmer House,
 Boni & Liveright, Inc., James L. Crowder, Steinway Hall Building, Room 605.
 Brentano's, James L. Crowder, Steinway Hall Building, Room 605.
 Burt (A. L.) Co., Theodore A. Jasper, Palmer House,
 Clode (E. J.)
 Cupples & Leon Co., W. M. Edwards, Palmer House,
 Dodge Publishing Co., Lennox Clifton, Palmer House,
 Doran (George H.) Co., H. R. Drake, Pal-

mer House,
 Dutton (E. P.) & Co., Edgar W. Porter, Auditorium Hotel,
 Four Seas Co. (The) F. T. J. Nunan, Palmer House,
 Grosset & Dunlap, E. C. Ketcham, Congress Hotel,
 Huebsch (B.W.) James L. Crowder, Steinway Hall Building, Room 605.
 Hurst & Co., L. M. Levy, Palmer House.
 Jacobs (George W.) & Co., D. L. Macrae, Congress Hotel.
 Kenedy (P. J.) & Sons, William J. Hirten.
 Lane (John) Co.,
 Little, Brown & Co., Joseph F. Greene, Congress Hotel,
 Lothrop, Lee & Shepard Co., L. W. Adams, Congress Hotel,
 Macmillan (The) Co., Thomas Cuthbertson, Congress Hotel,
 McKay (David) Co., Alex McKay, Palmer House,
 Moffat, Yard & Co., John H. Apeler, Congress Hotel,
 Nelson (Thomas) & Sons, George Bachman, Palmer House,
 Ottenheimer (I. & M.), I. Ottenheimer, Palmer House,
 Penn Publishing (The) Co., Frank W. Shoemaker, Congress Hotel.
 Pilgrim Press (The), Charles W. Shull, Palmer House, Room 320.
 Platt & Nourse Co., L. M. Levy, Palmer House.
 Presbyterian Board of Publication, Charles W. Shull, Palmer House, Room 320.
 Revell (Fleming H.) Co., F. H. Revell, Jr., 17 No. Wabash Ave.,
 Small, Maynard & Co., J. V. Malloy, Palmer House,
 Standard Publishing Co., T. B. Booth, Palmer House,
 Stanton & Van Vliet Co., John R. Stanton, Palmer House,
 Sully (George) & Co., George Sully, Palmer House,
 Westminster Press,
 Wilde (W. A.) Co., William J. Sanford, Palmer House.
 Winston, John C. Co., B. F. Hitchens, W. O. Shepherd, 509 So. Wabash Ave.
 Womans Press, (The) Charles W. Shull, Palmer House.



A GROUP OF THE "OLD GUARD" AT THE PALMER HOUSE, CHICAGO,
JULY, 1894

Back Row—BERT CALDWELL, ECOLE, FIELDING, KELLY, DORSEY, TURNER, LEASK, GEO. SULLY.

Center Row—ALLISON, CARSON, AMMON, McMULLEN, MCKAY.

Front Row—COOMBS, IRISH, MAUTNER, CORRIGAN, CLARENCE CALDWELL

RETAILERS' FORECASTS OF BOOK-TRADE CONDITIONS

As the end of June is the time when recent experience must be weighed in order that the tendencies of fall buying may be estimated the PUBLISHERS' WEEKLY has sent a questionnaire to leading retailers in Chicago to get current comment on conditions for this Chicago number:—

1. *Has any new public been drawn to book-buying habits this year?*

Stores report that new types of customers have been a prominent characteristic of the business of the spring, and these appear to be people that "show an intelligent knowledge of the book world activities." Another bookseller "felt that this increase in new buyers had been due largely to more effective

personal efforts in the store, in window displays, circular letters, etc." Only one store reported that such a new public had not been noticeable.

2. *Has the number of sales increased, as well as the volume of sales?*

The larger number of stores estimate that their increase in volume represents not only an increased selling price of books, but an increase in the number of actual sales. As the cost of books has gone up about 25 per cent within the year, this means a large increase in the total sales in this district.

3. *Has the public commented largely on increased prices?*

The feeling is that there has been little

comment, but there is also the belief that such comment is to come if prices change much beyond this. To quote one dealer, "The public remarks about increased prices, but realizes that a tremendous cost of production has necessitated those prices. I suggest that fewer but better books be published." Another dealer says, "The daily papers have brought the shortages of paper and other difficulties to the public's attention, and they have realized the need of change. However, the break in other commodities may cause comment later."

4. *What classes of books have been in especially active demand?*

One opinion is that "there is a gratifying trend toward a better class of fiction, belles lettres and modern science." Another: "Books of travel are showing the first increase in years; political economy and social science are very prominent." Another says: "It has been a notable year for juveniles, and strong and steady demands in poetry, drama, general literature, biography and

travel. With the exception of war books, all classes of books seem to be in active demand."

5. *Are you in favor of national book advertising campaign?*

The replies on this subject seem to be unanimous and hearty. One dealer says, "By all means! Emphasize the joy and ownership of books. Own your own books—the cheapest and most lasting of all delights!" Another says, "Believing as I do in advertising, I am most certainly in favor of a national book advertising campaign." Another, "Yes, do it on a broad basis, touching people's pride to be known among others as the owners and readers of good books." Another, "I believe that a national book advertising campaign would be of general help to booksellers. It ought to be part of a general campaign for stimulating a demand for good books. The more good books are being sold, the better the chance to dispose of still more of the best kind. A good book develops a steady book-buyer."

THE CARAVAN STARTS

On July 1st, The Caravan Bookshop sets out on its first voyage from its headquarters at the Women's Educational and Industrial Union, Boston. Miss Genevieve Washburn of Duluth and Miss Mary Frank of the New York Public Library will be in charge, and the route as mapped out will cover all the principal summer resorts thru the North Shore, Cape Cod, Maine, White Mountains, Vermont, the Berkshires, and ending with Saratoga and Lake Placid.

Much advance work has been done to get the public in a spirit to welcome this enterprise. *The Caravan*, itself, is of a striking appearance and most carefully fitted to its special use. The *Boston Transcript*, *New York Times*, *Christian Science Monitor* and other mediums are carrying special articles, which will undoubtedly get to the attention of the scattered public who will have opportunity to welcome *The Caravan* and to sample its wares. Approximately one thousand volumes can be housed in the automobile, and extra supplies will meet it from place to place, according to the demands that are created. There will also be careful provision for taking orders for any book not at hand, which can be shipped from the headquarters in Boston.

The enterprise will have the great advantage of being connected with an institution so widely known as the Women's Educational and Industrial Union of Boston, an organization that has stood for the best and most original work in educational and industrial enterprises for women. Miss Washburn has had not only library experience, but has driven an ambulance in France, and should be a driver of resource and ability. Miss Frank takes special leave from the New

York Library, where the type of her work has given her a flair for new methods and experiments in book distribution.

Support for the enterprise with its specially built truck was given by a dozen or more of the leading publishers who were interested in the enterprise because it seemed a sound effort from a business point of view and because the experiment might lead to a knowledge of distributing possibilities that could be applied in other directions.

It may easily prove, that this method of distribution can be applied in southern resorts in winter, to scattered territory in the middle-west where the bookstores of a large city can reach out into fruitful districts of smaller size, and it might well be used in the resorts and cities of southern California. The route for *The Caravan* is printed for the benefit of those who may be able to see it in operation at some of its points of passage.

Christopher Morley, who visualized the idea, Mr. Roger Mifflin, who made it seem possible, and all members of the book-trade will wish *The Caravan* Godspeed.

The Book Caravan Itinerary

Massachusetts
July 1-9

Portsmouth, N. H.
By invitation of
New England
Library Meeting
East Gloucester
Rockport
Magnolia
Beverly Farms
Phillips' Beach
Nahant

South Shore and Cape Cod
July 12-31

Cohasset
Plymouth
Barnstable
Brewster
Provincetown
Chatham
Hyannis
Cotuit
Falmouth
Marion

Maine
August 3-28

Ipswich, Mass.
York Harbor
Ogunquit
Kennebunkport
Biddeford Pool
Prout's Neck
Brunswick
Wiscasset
Boothbay Harbor
Damariscotta
Rockland
Camden
Northport
Belfast
Waterville
Augusta
Poland Springs
Bethel

White Mountains
August 30 to Sept. 4

Gorham
Jefferson
Bretton Woods.
Sugar Hill

Vermont and Berkshires
Sept. 6 to 22

St. Johnsbury
Montpelier
Barre
Burlington
Middlebury
Rutland
Manchester
Williamstown
Pittsfield
Lenox
Stockbridge
Saratoga Springs

Sept. 23 and 24

Lake Placid
By invitation of New
York State Library
Association

END OF TOUR

From the *London Times*:

"Novelist of genius, temporarily embarrassed, will give half share in novel—film and other rights—for immediate advance." and this—

"Youth, nineteen, no money, no work, 'no nothing,' wants employment; original, literary, courteous.—Box AA.7. The Times Literary Supplement."

Anglo-American Copyright

Canada's proposal to include the manufacturing clause in her new copyright law lends added pertinence to an editorial on Anglo-American copyright, which appeared in the June number of the *London Mercury*. The editorial said:

"An American correspondent asks us what is now being done here to carry the copyright arrangements between England and America a stage farther than the recent agreement carried them. We do not know: but we think that the matter is sufficiently important to justify the creation of an 'ad hoc' Anglo-American organization with the avowed object of making the two countries one for copyright purposes. Improved tho the law may be, it still imposes hardships on those very authors who are least able to bear them, i. e., those (often in the most serious class) who cannot secure publication in the other country soon after publication in their own. They may be pirated; they will at least, when they do secure publication, be at a disadvantage in negotiating with publishers who are bold enough to take them unprotected. Authors deal in a special class of commodity which, unless protected expressly by the law, can be stolen as soon as it is exposed for sale; they are entitled to be guaranteed the produce of their labor as any other class of owner is. England and America share one speech, and are increasingly sharing a single literature. The one great obstacle to a sound arrangement is the attitude of the American typographical unions, which insist that books sold under copyright in America should be manufactured there. Even with that proviso it should be possible to secure that at least no English book could be published in America (or vice versa) without the consent of the owner of the copyright; but the stipulation itself is a great deterrent to the early publication of works by intelligent writers and a great cause of waste when they are published. The case is not unknown of editions of a valuable work being set up and printed in each country, only part of each edition being sold. One edition would have sufficed for both countries, and a great deal of paper and labor would have been saved. We think, however, that as the greatest obstacles to an improved agreement are in America, the matter is chiefly one for American attention. We can at least assure Americans that many English have a permanent grievance owing to the loss of American copyright in their early books."

Correction.

We beg to call attention to an error in the address of "The Truth Seeker" advertisement, which appeared in the June 12 issue of *The Publishers' Weekly*. The correct address is, 62 Vesey Street.

THE PUBLISHERS DECIDE TO ORGANIZE

An Important Step Taken at a Meeting of the Aldine Club

At a meeting held on Thursday at the Aldine Club steps were taken toward the immediate organization of a National Association of Book Publishers, and a second meeting was called for July 8th to complete the necessary steps.

Temporary officers were elected and at the next meeting a constitution will be adopted and permanent officers elected under its provisions, and, with the definite plan in hand, the trade will be completely canvassed for members. The opinion of this meeting was so preponderantly in favor of such a movement, and so many firms were prepared to sign up at once that it was decided to proceed as rapidly as possible in order that the machinery of such an organization should be ready for this important fall season.

Coming as this does in a crucial and forward looking year, the organization may well prove to be the means of accomplishing steps that will be momentous in American book-trade history.

The next steps were put in charge of a committee of six to serve until a permanent election could be held under a constitution: President, Frederick A. Stokes; Secretary, Henry Hoyns of Harper & Bros.; Vice Presidents, from New York, John Macrae of E. P. Dutton & Co.; from Philadelphia, Charles C. Shoemaker of Penn Publishing Co.; from Boston, Alfred McIntyre of Little, Brown & Co.; from Chicago, Joseph Bray of A. C. McClurg & Co.

The Committee on Constitution is: J. W. Hiltman of D. Appleton & Co., George P. Putnam, B. W. Huebsch, H. P. Burt, and Charles E. Graham.

The Committee on Nominations for officers to report at the July 8th meeting: Alexander Grossett, Wm. B. Barse, Edward Dodd, F. F. Hoppin of Duffield & Co., and H. S. Baker of Baker & Taylor Co.

The meeting was presided over by Charles C. Shoemaker, who called on Mr. Hoyns, chairman of the committee in charge of the preliminary work. Mr. Hoyns explained that this meeting was the outcome of two years of discussion but specifically of a meeting of book publishers held at the Waldorf during the printers' strike of last October, at which meeting it was voted with almost unanimous voice that such a permanent organization was necessary.

In November a committee of three undertook to canvass the situation, Henry Hoyns of Harper & Bros., and Frederic G. Melcher of the PUBLISHERS' WEEKLY, and Frank C. Dodd of Dodd, Mead & Co., who had served as chairman and secretary at the Waldorf meeting. Their questionnaire to the publishers brought forth chiefly affirmative replies. Some exceptions were due to doubts

among school-book houses, and those who had fear of a repetition of the experiences of the former association. These doubts still hold with a half-dozen of the most important houses, but it was the feeling of this meeting that a constitution could be so drawn and plans so outlined that these objections might be overcome.

A tentative constitution, which had been sent out to the trade, explained that it was the important purpose of the association "to promote the distribution and use of books, to serve as a clearing-house for book publishing and bookselling information, and to promote friendly relations and co-operative spirit among book publishers." It proposed that the membership should be limited to trade book publishers and that these members should contribute, in amounts according to their gross business, a fund that should cover the needs of an aggressive office, perhaps \$20,000 a year.

The discussion covered various aspects of the subject and constructive suggestions were made by John Macrae, Frederick A. Stokes, B. W. Huebsch, Geo. H. Doran, Alexander Grossett, Harry P. Burt, Charles Graham and others.

The firms present and signing for membership were:

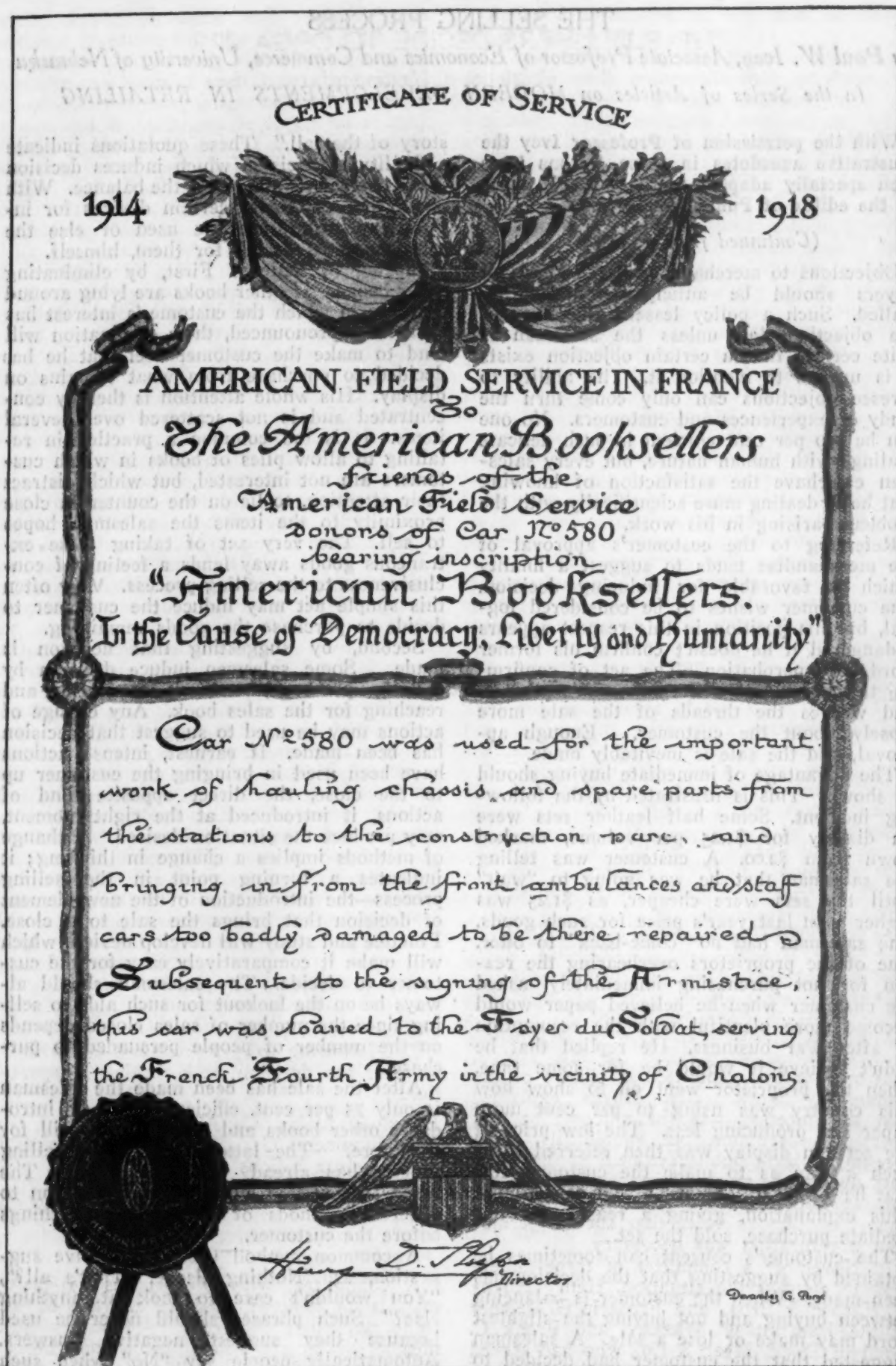
D. Appleton & Co.	Chas. E. Graham & Co.
Barse & Hopkins	B. W. Huebsch
A. L. Burt Co.	Little, Brown & Co.
Brentano's	R. M. McBride & Co.
Cupples & Leon	Penn Pub. Co.
Dodd, Mead & Co.	G. P. Putnam's Sons
Geo. H. Doran & Co.	Presbyterian Board
Duffield & Co.	Thos. Seltzer, Inc.
E. P. Dutton & Co.	F. A. Stokes & Co.
Grosset & Dunlap	

Many other firms had given favorable comment by letter, but had not been reached for this meeting.

The following were represented but wished to refer the decision back to their corporations:

Houghton Mifflin Co.	Abingdon Press
J. B. Lippincott Co.	Cosmopolitan Book Co.
Thos. Nelson & Sons	A. A. Knopf, Inc.
Frederick Warne & Co.	Pilgrim Press
Ronald Press	McGraw-Hill Book Co

A committee, with Mr. Hoyns as chairman is to make immediate canvass of all trade publishers in order to report a full membership at the meeting two weeks hence. The complete list of possible members could not be covered in the first call for a meeting but the invitation to membership will be sent promptly to every available address.



THIS CERTIFICATE BROUGHT OFFICIAL ACKNOWLEDGMENT OF THE WORK OF CAR 580, WHICH THE EFFORTS OF THE BOOKSELLERS, WITH THE INITIATION OF GROSSET & DUNLAP AND E. J. CLODE, SENT TO FRANCE. IN EXHIBITING THIS AT THE MAY CONVENTION IT WAS STATED THAT IT SHOULD HANG IN THE PERMANENT HEADQUARTERS OF THE BOOK-TRADE WHEN ESTABLISHED.

THE SELLING PROCESS

By Paul W. Ivey, Associate Professor of Economics and Commerce, University of Nebraska

In the Series of Articles on MODERN DEVELOPMENTS IN RETAILING

With the permission of Professor Ivey the illustrative anecdotes in these lessons have been specially adapted to the book business by the editor of Publishers' Weekly.

(Continued from June 5)

Objections to merchandise in the minds of buyers should be anticipated and forestalled. Such a policy lessens the force of the objection, but unless the salesman is quite certain that a certain objection exists it is unwise to mention it. The ability to foresee objections can only come thru the study of experiences and customers. No one can be 100 per cent efficient in such delicate dealings with human nature, but every salesman can have the satisfaction of knowing that he is dealing more scientifically with the problems arising in his work.

Referring to the customer's approval of the merchandise tends to suggest a finality which is favorable for inducing decision. The customer wishes to be considered logical, but his position in this respect appears endangered if he doesn't confirm his former words of approbation. The act of confirming them strengthens the salesman's position and weaves the threads of the sale more closely about the customer. Enough approval, and the sale is inevitably made.

The advantage of immediate buying should be shown. This is illustrated by the following incident. Some half leather sets were on display for \$1.25 per volume, marked down from \$2.00. A customer was telling the salesman that he was going to "wait" until the sets were cheaper, as \$1.25 was higher than last year's price for such goods. The salesman had no "come-back" to offer. One of the proprietors overhearing the reason for not purchasing immediately, asked the customer when he believed paper would become more plentiful with the resumption of after war business. He replied that he didn't believe it would be for some time. Then the proprietor went on to show how this country was using 10 per cent more paper and producing less. The low price of the sets on display was then referred to in such a way as to make the customer feel that he was being offered a real opportunity. This explanation, giving a reason for immediate purchase, sold the set.

The customer's consent can sometimes be obtained by suggesting that the decision has been made. When the customer is balancing between buying and not buying the slightest word may make or lose a sale. A salesman suggested that the customer had decided to purchase a certain set, when he said, "You couldn't have decided on a more attractive set." A fiction salesman said in closing the sale, "Mrs. Jones, you have selected the best

story of the fall." These quotations indicate a finality of decision which induces decision if the customer's mind is in the balance. With vacillating customers certain devices for inducing decision must be used or else the salesman must decide for them, himself.

Closing by actions. First, by eliminating other books. If other books are lying around the ones in which the customer's interest has been most pronounced, their elimination will tend to make the customer feel that he has decided to purchase from what remains on display. His whole attention is thereby concentrated and is not scattered over several items. It is too common a practice in retailing to allow piles of books in which customers are not interested, but which distract their attention, to lie on the counter in close proximity to the items the salesman hopes to sell. The very act of taking these extraneous goods away lends a feeling of conclusiveness to the selling process. Very often this simple act may induce the customer to decide to purchase the goods remaining.

Second, by suggesting that decision is made. Some salesmen induce decision by picking up a book, setting it to one side, and reaching for the sales book. Any change of actions may be used to suggest that decision has been made. If earnest, intense actions have been used in bringing the customer up to the close, the direct opposite kind of actions, if introduced at the right moment, may produce the situation desired. A change of methods implies a change in thinking; it indicates a turning point in the selling process—the introduction of the new element of decision that brings the sale to a close. Practice and study will develop devices which will make it comparatively easy for the customer to decide. The salesman should always be on the lookout for such aids to selling since the number of sales closed depends on the number of people persuaded to purchase.

After the sale has been made the salesman is only 75 per cent. efficient unless he introduces other books and secures good-will for the store. The latter step in the selling process has already been discussed. The present discussion will give consideration to different methods of bringing other things before the customer.

A common method used is negative suggestion, as, "Nothing else?", "That's all?", "You wouldn't care to look at anything else?" Such phrases should never be used because they suggest negative answers. Automatically people say "No" when such questions are asked. In fact, the writer has sometimes intended to buy a pocket classic or two, but after buying a novel these other articles have been forgotten because of the

fateful finality of some such negative suggestion. Questions of this character are not methods of introducing other things altho salesmen use them as such, but rather, methods of chloroforming customer's minds. They are devices to make people forget what they actually intended to buy. For these reasons they are worse than useless.

The real foolishness and weakness of such methods is clear when the principle underlying them is applied to other fields. Thus, for instance, what would the girl think of the man who asked, "Mary, you wouldn't want to marry me, would you?" or, "You wouldn't want to go to the theater to-night, would you?" In the former case the girl would be getting out of it pretty easily and in the latter, the fellow. An agent came to the writer's home and said, "You wouldn't want your silver-ware plated, would you?" He was met with an emphatic "No," whereupon he replied, "I didn't think you did." After he had gone it dawned upon the prospect that he did need his silverware plated and badly. But that did the agent little good. This salesman had suggested a negative answer and had received it.

Another method of introducing other things is by asking a question in a positive manner, as "Something else?", "Would you care to look at children's books?", "Would you be interested in anything else?" Such phrases are an improvement over the preceding ones but they all give the customer an opportunity to say "No." They place the issue before the customer in such a bald manner that a decision must be reached, and reaching a decision is always irksome. In most cases it is easier to say "No" than it is to say "Yes." Moreover, the customer may feel that he will put himself under obligations to purchase if he answers in the affirmative. This, all customers hesitate to do. It is poor salesmanship to phrase questions so that the customer is given an alternative of not buying, or answering negatively.

A salesman made use of questioning without offering the alternative of a negative reply, when he said, "Do you prefer detective or western stories?" The answer of the customer led to a brief discussion on thrillers which developed into a sale.

The best method of introducing other things is not to ask questions either in a positive or negative way, but to show the book. Obviously, where the customer is in a hurry this cannot be done, but excepting this case, most customers are willing to look at other books if the salesman brings them out in a tactful manner and does not give the impression that the customer will be under obligations for having looked at them. There can be no delay in hunting other items or in placing them before the customer. After a sale has been made and before the goods have been wrapped, the salesman can have at hand some new titles that he thinks the customer will be interested in, and these can be presented by some such phrase,

"You'll be interested to see that Bernard Shaw's new book is out."

It has been said that these suggestions should be made before the first purchase is wrapped. This is wisdom because there is a finality about wrapped books which suggests that the purchase has been completed; while books purchased and laid aside suggest that other items can be placed with them.

In a discussion of introducing other goods the question arises, what goods should be suggested. In the first place, closely related articles. Thus, if Bibles are asked for, a concordance should be shown. Dictionaries suggest synonym books, books of quotations, etc. A set of Austen suggests Brontë, a Tennyson sale suggests a Browning. Such suggestions as these are elementary and fundamental. They should always be made. In the second place, books less obviously related with the purchase should be thought of. In the third place, merchandise in other departments should be suggested. Very few stores have complete enough co-operation between the different departments in this respect. The customer will appreciate any information that will enable him to find special displays and sales elsewhere in the store. But before such suggestions can be made, knowledge must be had of what other departments are offering. This information can only come from a careful reading of the daily advertisements of the store, or in the familiar contact with other sections of the smaller shop.

By suggesting other books after every sale any salesman can increase his total sales twenty per cent. This is a conservative estimate based on the experience of salesmen who have adopted the methods here indicated. There should be no hesitancy on the part of the salesmen in performing this service because it is to the advantage of the customer as well as to the store. Salesmen are doing the customer a service if they can ascertain his present needs and foresee his future desires. It is chiefly from the standpoint of service (a desire to help and satisfy the customer) that other books should be introduced at the close of a sale. If the customer's satisfaction is always kept in mind larger sales will naturally follow. Negative suggestions can be condemned chiefly on the grounds that they perform no service for the customer and oftentimes make people forget things they intended purchasing. As an obstruction to the satisfaction of customers they should be eliminated.

(To be continued July 10)

D. APPLETON & COMPANY will publish this week a volume entitled, "History of Journalism in the United States" by George Henry Payne. Mr. Payne is a newspaper man of wide experience and his book may be regarded as authoritative.

Fellow Sufferers

The periodical publishers of England and America are both confronted with problems of greatly increased costs in postage, but the English increases are of such character that it may make the increases in this country seem bearable. On July 1st, the American rates for periodical postage on all sections of periodicals that are of advertising character are increased on an average of twenty-five per cent. thru the different zones, and there will be another similar increase in 1921. On this basis many periodicals are losing heavily on subscriptions taken for the far west, even with the difference of subscription changes that have been made. With these rates there is certainly a pulling apart of the two ends of the country in a way that is not likely to promote common habits of thought and common interests.

The situation in England can be briefly described as follows: The post office there recognizes now two classes of publications: those that are registered as newspapers and those that are not. The old book-rate of postage was abolished during the war, and there is now only the newspaper rate and the letter rate. The registered newspapers go by the newspaper rate. Only such publications can be registered as newspapers as come out at intervals of not longer than twenty-one days. This means that monthlies and quarterlies have to pay the letter rate. A moderate size monthly would cost seven cents to mail in England.

The new schedule now going into effect calls for an increase in the letter rate of from three cents to four cents. This means an increased expense to the monthlies and quarterlies in the same ratio. What would probably help out the situation, the publishers claim, would be to allow monthlies to register as newspapers, as first class postage seems to be almost prohibitive for them.

Times Book Review Announces Changes of Form

The pressure of paper conditions has caused much discussion in the newspaper offices where special book pages are run, and for the second time within a year the New York Times Book Review has sent announcement of a change in its plans. In January, the familiar Supplement was changed to a full sheet size, but afterwards put back into the half page size. An announcement is now sent out stating that the book pages are to be put in the magazine section.

This will necessitate the placing completed copy of all advertisements two weeks before the date of issue. This regulation as to closing copy may cause some inconvenience to publishers, as it is usually impossible to complete plans for new book advertisements so far ahead, especially now that schedules of deliveries from printers and binderies are not as easily kept as formerly.

The Circulating Library and the Bookstore

In a recently received circular from Robertson of Melbourne there are given particulars as to their method of running a lending library. The method is to have yearly subscriptions at twenty-five shillings, which permit the subscriber to take one book and one magazine as often as the customer wishes for the term of twelve months. They endeavor to keep the latest books in full supply, so that no one needs to wait.

This is at the rate of a little less than two cents a day, but insures the library of this amount of support from each subscriber, which cannot be assured from the day-to-day method used in this country. There is, however, an advantage in the three cents a day method generally used here, from the point of view of the bookseller, as it is likely to bring the borrower into the store more often, and it is getting customers into the store that constitutes the best value of the lending library. The person who has borrowed a book at three cents a day now goes for several days and is more likely to bring the book in and make the change than if he has paid the full subscription in advance and knows that expense does not change, no matter how long he keeps that particular item out.

There is an interesting and suggestive heading on the circular that comes from Robertson that might well be copied. It says "No amusement tax." That is truly the case of books as compared to other evening diversions and might well be advertised. In fact, this seems a much better slogan than the heading on a recently noticed advertisement of one of our Philadelphia circulating libraries, which reads "The high cost of books can be avoided," and then in smaller type "by renting new popular fiction from the circulating library." If these circulating libraries have books to sell, also, it seems an unfortunate kind of emphasis to place in newspaper publicity. Books have not gone up in any comparison to the increases that have been shown in other lines, and booksellers ought to play together to keep this fact to the front instead of playing up the other argument.

Stifled Genius

There has been considerable comment in the publishing world recently, especially in English trade periodicals, over the fear that the rising costs of production and the amount that must be invested in such production would prevent many young and promising authors from seeing the light. With this fear in mind, it is rather interesting to notice that when Erskine MacDonald, the English publisher, offered a good sized prize for a first novel, out of two hundred manuscripts submitted, only four or five were other than of mediocre quality. Perhaps, after all, genius will find its way to the top thru some channel, and much that it has been feared would be suppressed might well be so.

The Nobel Prize

The Nobel Prize for literature has been awarded this year to Jacinto Benevente, the Spanish playwright. He is well-known to American readers thru two volumes of plays translated by John Garrett Underhill and published by Scribners. "La Marquerida" (The Passion Flower) had a most successful season on the New York stage this spring, with Nance O'Neil in the leading part. Previously the Washington Square Players had produced "His Widow's Husband," and the Theatre Guild "Bonds of Interest." The Harvard Dramatic Club gave "The Governor's Wife" as its spring production, and another of his plays was presented at Amherst. He is a voluminous and successful playwright, author of more than eighty plays.

Since the foundation of the prize fund, the prize for literature has been awarded four times to German writers, three times to French; twice to Sweden, twice to Denmark, once to Norway, Spain, Poland, Italy, Belgium, India and England. The complete list of the prize winners in literature is:

- 1901—Sully Prudhomme.
- 1902—Theodor Mommsen.
- 1903—Bjoernstjerne Bjoernson.
- 1904—Frederic Mistral and José Echegaray.
- 1905—Henryk Sienkiewicz.
- 1906—Giosuè Carducci.
- 1907—Rudyard Kipling.
- 1908—Rudolf Eucken.
- 1909—Selma Lagerlöf.
- 1910—Paul Heyse.
- 1911—Maurice Maeterlinck.
- 1912—Gerhart Hauptmann.
- 1913—Sir Rabindranath Tagore.
- 1914—(Not awarded.)
- 1915—Romain Rolland.
- 1916—Werner von Heidenstam.
- 1917—Karl Gjellerup and Henrik Pontopidan.

John Murray's Interview Again

John Murray's recent interview in the *Pall Mall Gazette* has caused much comment on both sides of the Atlantic. The *London Athenaeum* says that this curtailing of opportunities for the young author to get his book published, ought to increase the literary importance of periodicals as a trial ground for young literary talent. Up to this time, we in America have realized this more acutely than our English cousins. The *London Athenaeum* also says apropos of Mr. Murray's interview, publishers are much less able to take risks, it is true, but they need just as much as ever to secure the coming men and women. In fact, the present, in spite of all the practical difficulties, should be the opportunity for the young publisher of real literary discernment and a reasonable amount of courage.

Three New French Academy Members

The French Academy elected on June 3rd, three new members to that body of immortals. It is interesting to see that the new members were all literary men. They were Robert de Flers, Joseph Bédier, and André Chevrillon. De Flers, long associate editor of *Figaro*, is probably of the least interest to American readers. The author of numerous works, critical and imaginative, he received the Croix de Guerre with gold palms and a number of citations for conspicuous gallantry during the war. Joseph Bédier, one of the leading French philologists of to-day, achieved substantial fame for his publication of the diaries of German soldiers during the first year of the war. André Chevrillon is the nephew of Taine. He has written on India and on English literature with especial reference to Ruskin. He has traveled extensively, and has made a tour of the United States.

A Letter from Robert Nichols

"It seems to me that contemporary American poetry divides itself much more sharply into radical and conservative than over here," says Robert Nichols in a letter to the *London Times*. "English readers need to cultivate patience over both. Owing to distances and other circumstances, poets do not 'get together' as they do over here, and I fear much energy is wasted by A slanging B, and C slanging A and B impartially, and by going, so to speak, 'one better' in radicalism or conservatism in order to bowl one or the other party out. Also the States have—if I may be forgiven saying so—but few literary critics. There are some half-dozen perhaps who, if they came over here, would occupy a good position—but for the rest, they have not even that poor average of inadequate but still more or less passable intelligence which we possess. Much of their literary criticism is in the nature of a 'stunt'; the critic goes in search of something that will be piquant to say and will attract attention with something of a 'news' flavor, rather than in search of a true understanding of the work and an estimate of its permanent value."

Cheap Swedish Classics Proposed

A bill has been presented in the Swedish Riksdag which provides that the works of twenty-five of the best-known Swedish authors be reprinted "on plain but good paper and in clear type" to be sold at a very moderate price. A survey was made to find out whether the best authors were at present available in any form, and it was found that Sternhjelm, Dallin, Linné, Atterbom, Blanche and Topelius, and others were out of print, or to be had only in rare editions, and that Selma Lagerlöf, was published in a cheap edition, but on miserable paper.

English Book-trade News

(From our London Correspondent.)

In a recent number, we printed some extracts from a memorandum issued by Mr. Murray relative to the costs of production of British books, the object of which was to enable the book-buying public to understand just what the publisher is up against. Now Mr. Murray has given an interview to the representative of the *Pallmall Gazette*, and what he said is very illuminating, authoritative and undeniable. He said that he is, almost daily, repressing books "which in pre-war times I should have gladly published. The two root factors of the situation are: (1) The persistent demands of labor, and (2) the extraordinary increase in the price of paper." And the result is "Between them, they are forcing up the prices of books to a point where we can only produce at a loss. People will not pay above a certain price for books; and you cannot ask, say, 15s.—the economic price—for a book which normally would cost 5s. It is undoubtedly the fact that the published prices of books have not been advanced in anything like the ratio of other goods, and yet the public grumble that books are dear. It is a curious situation. People are prepared to pay five dollars for a dinner (and this only allows for a cheap bottle of pretty thin wine) and another five dollars or more for a couple of seats at the theater—and go home smiling. But 7s., 8s. or 9s. for a novel? What profiteering! Mr. Murray goes on:

"To put the matter in a nutshell, we are paying, on an average, over three times as much for every item in book production as we paid four years ago, and still prices are rising against us. We were recently making estimates for reprints which formerly would have cost us £830. Now we find the cost to be between £2,400 and £2,500.

"From the labor standpoint we are constantly receiving notices from printers and binders stating that they have to raise their charges because of having to grant continuous increases of wages and bonuses to their employees.

"At the present time the men, who work 48 hours weekly, are agitating for a 44-hour week; less work is done per hour than used to be the case with a week of 51 hours.

"In a word, the cost of composition is now two and a half times that of pre-war days; of machinery, two and a half to three times; of binding three to three and a half times.

"Then as to paper. Before the war it used to cost us 23 $\frac{3}{8}$ d. a pound; during the war it rose to 1s. 7d., and, altho it dropped for a time, it is again threatening to rise to that figure, and there is no prospect of its falling.

"Again, all our establishment charges, such as packing, etc., have all largely increased—a fact often forgotten, when the present price of books is criticised."

The situation is fraught with serious diffi-

culties, and we are glad that Mr. Murray has placed the facts before the public. The question, however, still remains: Will the public pay the very much higher prices which have got to be put upon books? It seems doubtful if they will, as a whole. Note what Mr. Murray says in the final words of the interview:

"But, as I said, we are in danger of reaching a point where a book cannot be marketed for a figure which the public will pay. Then we shall be faced with a real crisis."

A "Publisher," writing in a popular evening paper, throws out the suggestion—and there is something in it—that "there is a very good return awaiting those who set up shops in different parts of London, or the country, with the intention of hiring out, at so much a time, the best and latest novels." Of course, this is already being done, but the publisher in question is of opinion that this side of "bookselling" has hardly been tapped. It is probably the fact, that, if there were more opportunities in this direction, and in view of the inability of many people to afford the increasing prices of books, the possibilities of the development of such a plan might bring much money to the parties concerned. Of course, there are the public libraries, but "Publisher" says that:

"The public libraries are all very well in their way, but they are so few and far between, and, in addition, it is usually the most difficult matter in the world to obtain the book one has gone perhaps three miles to secure. It is very rarely, too, that books are duplicated, however much of a run or a boom there may be on them.

A keen business man, sensing the public taste correctly, could let out frequently twenty or thirty copies of the same novel during one day, with a stipulated period of, say, two or three days for reading them."

Unfortunately, if there were a big demand for a new novel, for instance, on the day of publication, and assuming the "librarian" desired to keep up his reputation of meeting the calls of everyone, he would have to order just as many copies as he thought would be demanded, and he would lose a great deal of money in the long run. Then, too, he would have to be constantly replacing worn out copies with new ones, or, at least, rebind the dilapidated, for the popular lines; so his plan would not be entirely happy. But the idea is worth very serious consideration, and by careful buying, good judgment, a fair and reasonable subscription fee, as well as a careful adjustment of all the circumstances surrounding each librarian's particular business, much money may be made out of it, and reading encouraged and stimulated.

"This course would be repeated over and over again until the original cost was easily replaced. When the boom was ended finally, there would always be the "remainder" market, and, as this part of the trade is very paying, he would get rid of most of the volumes—if not all—to late-comers."

As Twigs Were Bent in 1842

[The following article on children's reading by Edward Wakefield, appeared in 1842 in the *New Zealand Journal*, a periodical devoted to the affairs of the colony which had been started in Wellington two years before. We are indebted for this interesting reminder of the point of view of our grandfathers on the child and his books to Mr. Herbert Baillie, Librarian of the Public Library, Wellington, New Zealand.]

This is a subject which merits attention, for "as you sow, so shall you reap." The extraordinary energy with which the Colonists in the Company's settlements in New Zealand have established the rising town of Wellington, merits that their children should not merely be supplied with good and useful books, but that all mischievous ones should be withheld. The announcement in the *Wellington Gazette* of the 1st and 4th of December last, has, therefore, been observed with no small surprise and regret, of the sale of such works as "History of the Fairies," "The Lives and Actions of the most notorious Highwaymen," "History of Baron Munchausen," "Memoirs of Amoranda; or, the Reformed Coquet," "Mother Bunch's Fairy Tales," "History of Graciosa and Percinal, a fairy tale," "Obi; or, Three-fingered Jack," "Blue Beard," "Ali Baba; or, the Forty Thieves,"—all this must be the rubbish of some old stock of fifty year's standing.

It was to be hoped that society "was going a-head" in the infant colony; and yet all this trash is advertised, years after the Society for the Promotion of Useful Knowledge has issued thousands of excellent books; and whilst the works for children and young persons, written by Miss Edgeworth, Mrs. Marcet, Mrs. Trimmer, Priscilla Wakefield, Mrs. Hall, and all the little useful books, under the title of "Peter Parley," may be had in any number. This is a change which has taken place in the course of the last fifty years, greatly to the credit of the times; and why can the new Colony go back to fifty years, and gratify the morbid taste which engenders the worst passions.

It might be thought that the confession of the wretched Courviosier—that the reading of "Jack Shepherd" had led to the murdering of his master, might have acted as a warning against the vending of similar stuff in New Zealand.

Stereotypers Offered \$10 Increase

The Stereotypers' Union of New York, which is now paid on the basis of forty dollars a week for an eight hour day, has asked for an increase of twenty dollars, and the publishers have offered ten dollars. The issue has not yet been settled.

Herbert S. Houston of Doubleday, Page and Co. is reported in Paris, on his way to London.

For the Caravan Bookshop

A caravan of jewels
Thru old New England trails
Before whose glittering epigrams
The molten sapphire pales:

A turquoise book for mid-day,
A golden book for dawn,
A calico book for kitchens
And a green book for the lawn:

Poetry for starlight,
Drama for the moon,
And fiction for the hammock
In the lazy afternoon:

Love-songs for lovers,
Mad songs for fools,
Romance for the stay-at-homes
And ghost-books for ghouls.

Like Arabs on your village greens
We'll spread our shining wares.
You'll be our caravanserai,
And we will filch your cares!

JOHN CHIPMAN FARRAR.

President Wilson Praises Atlantic Story

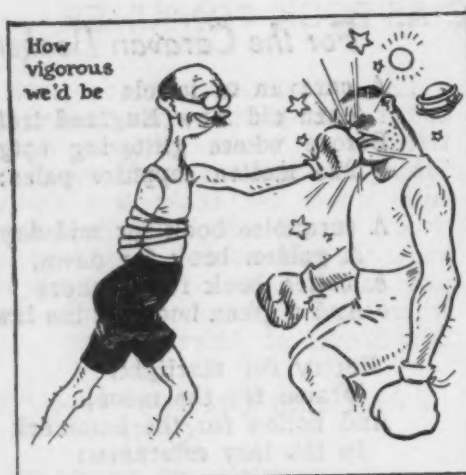
Louis Seibold of the *New York World* says in describing his recent interview with President Wilson:

The President told me that he naturally found great pleasure in reading, in which he is not restricted. I asked him what works or stories had recently impressed him most. He said he had read three or four good detective stories "to balance the serious stuff." He made most flattering reference to a story recently printed in the *Atlantic Monthly* and written by Margaret Prescott Montague. The title of it is "Uncle Sam of Freedom Ridge," an admirably told tale that made so profound an impression on the President as to provoke him to say, with a deep touch of sentiment:

"That lady has written a story which breathes of a patriotism so pure and wholesome as to make the other things of life seem of little consequence. I wish that every person that questions the benefits to humanity that will be guaranteed by the League of Nations might read it. Don't forget to read it, Siebold."

Wage Scale Decreased

Reports of the activities of the Associated Booksellers of Great Britain and Ireland are of interest to the American book-trade in showing what comes up for discussion before their council. Among other things that came up before the May meeting was the scale of wages for booksellers' assistants, a working agreement with the Publishers' Association for the supply direct of school-books and complaints on under-selling of net books



And If ALL Advertising Really Made Good

—From Advertising and Selling.

An Uncorrected Galley

IF THEY SUBMITTED TO-DAY

Mr. Oliver Goldsmith, London, England.

Dear Mr. Goldsmith: Your manuscript, "She Stoops to Conquer," has been read with interest, but the decision here is adverse. Recently we printed a story, "She Stoops to Crank 'Er," dealing with a motor-car adventure. We should not care to publish anything similar at the present. Why not try this on *Sobby Tales*?

THE EDITORS.

Mr. J. Fenimore Cooper, Westchester Co., N. Y.

Dear Sir: We have tried to make plain to aspiring writers that we do not care for any more war stuff. So your story, "The Spy," is returned without the customary reading.

THE EDITORS.

Mr. Nathaniel Hawthorne, Salem, Mass.

Dear Mr. Hawthorne: We would not be interested in your manuscript, "The House of Seven Gables," because we use only fiction. Why not try it on the *House Beautiful* or some other publication that goes in for home architecture? "The Scarlet Letter" interested us, but so many other writers have handled this subject with greater detail and more intimacy, and they keep us supplied with

fiction of this character. If you have other work of this nature, with some punch to it, we should be glad to look it over.

THE EDITORS.

Mr. John G. Whittier, Hartford, Conn.

Dear Sir: Your poem, "The Barefoot Boy," is returned herewith. We are not taking up the overall or the barefoot fad. We never print poems having more than thirty lines. Kindly bear this in mind.

THE EDITORS.

—Tom S. Elrod in *Life*.

Bob Holliday of the *Bookman*, says the *Chicago Daily News*, has been in our midst investigating "those regional differences which make certain books flourish in some localities that are neglected in others."

The most important of these regional differences is freight. A book simply can't flourish until you plant a stock of it. We hope Mr. Holliday has put in a good part of his time conferring with the regional directors of our various railroad systems.

"I doctor myself by the aid of medical books."

"Yes, and some day you'll die of a misprint."—*Boston Transcript*.

THE SCOUT EXECUTIVE AS BOOK CONSUMER

Scout executives are now situated in all of the leading cities of the country, men who give their entire time to the work and who labor to keep at high levels the activities of the troops located in the district. These executives have been excellent co-workers in all public activities, and in many instances the active friend of bookseller and of book distribution.

In the current number of "The Scout Executive," which issues from Headquarters, special attention is given to the need of continued growth in the executive's equipment for his work. "He must read or go to seed. He should read the best daily paper his community affords, a good national weekly paper, a good book review, and he should have a personal budget for books, so that he will not have to spare himself in the matter of purchasing books. A book a month, if carefully selected, would prove a liberal education."

"His reading, however, must not be confined to current news and literature. He should have a knowledge of the great books that have stood the test of time. The best fiction will prove interesting and cultural. Biography is most simulating to higher living. History is informative. It is well, too, for the executive to take up special study of some special subjects most basal to his work. Culture is not an accident. Intellectual ability is not a gift. We grow intellectually and broaden mentally only as we plan and struggle and apply ourselves to intellectual pursuits."

"Books that are recommended to the Scout executive for use in connection with his own special work are given as follows:

Handbook for Boys (cloth), *Boy Scouts of America*.

The Boy Scout Movement as Applied by the Church, Richardson and Loomis. *Scribner*.

The Scout Law in Practice, Carey. *Little*.

The Boy Scout's Hike Book. Cave. *Doubleday*.

American Red Cross First Aid, Lynch. *Blakiston*.

Boy Life and Self Government, Fiske. *Association Press*.

The Boy and His Gang, Puffer. *Houghton*.

Boyology, Gibson. *Association Press*.

Religious Education of Adolescents, Richardson. *Methodist Book*.

The Pine Tree Patrol, *Boy Scouts of America*.

The Executive and His Control of Men, Gowin. *Macmillan*.

The Psychology of Management, Gilbreth. *Macmillan*.

Psychology and the Day's Work, Swift. *Scribner*.

Business Statistics. Copeland. *Harvard Univ. Press*.

Developing Executive Ability, Gowin. *Ronald*.

The scout executive under such a plan becomes an important agent, indeed, for the distribution of books, an agent which the publishing world owes many things to, and one with whom the booksellers should keep in close contact. A bookseller who does not know the address of his local Scout executive can easily find it in the telephone book, where it will be listed under the name of Boy Scouts of America.

The Camp Leaders' Five-Foot Book Shelf

CAMPING AND WOODCRAFT

**Camping and Woodcraft (2 vols.), Horace Kephart. *Macmillan*.

Camcraft, W. H. Miller. *Scribner*.

*Camping for Boys, H. W. Gibson. *Association Press*.

The Boy's Camp Book, Ed. Cave. *Doubleday*.

Wilderness Homes, O. Kemp. *Macmillan*.

*Scoutmasters' Handbook, *Boy Scouts of America*.

*Handbook for Boys, *Boy Scouts of America*.

Shelters, Shacks and Shanties, Daniel C. Beard. *Scribner*.

Packing and Portaging, Dillon Wallace. *Macmillan*.

Winter Camping, U. S. Carpenter. *Macmillan*.

Going Afoot, B. H. Christy. *Association Press*.

Log Cabins & How to Build Them, Wm. S. Wicks. *Forest & Stream*.

CAMP COOKERY

Camping and Camp Cooking, F. A. Bates. *Ball Pub.*

Manual of Army Bakers. *Military Pub.*

*Army Cooks Manual, Doc. 564. *War Department*.

ENTERTAINMENT

Indian Scout Talks, Chas. A. Eastman. *Little, Brown*.

*The Boy Scouts Book of Stories, F. K. Mathiews, Ed. *Appleton*.

*Camp & Outing Activities, Cheley-Baker. *Association Press*.

Poems of Action, Porter. *Association Press*.

Adventures of a Nature Guide, Enos A. Mills. *Doubleday*.

Camp-Fire Verse, Haynes & Harrison. *Duffield*.

NATURE STUDY

Our Insect Friends & Foes, Belle S. Cragin. *Putnam*.

Birdcraft, Mable Osgood Wright. *Macmillan*.

How to Know the Wild Fruits, M. G. Peterson. *Macmillan*.

Our Native Trees, H. Keeler. *Scribner*.

Our Northern Shrubs, H. Keeler. *Scribner*.

Trees in Winter, Blakeslee & Jours. *Macmillan*.

Elements of Geology, Blackwelder & Barrows. *American Book Pub.*

- Rocks and Minerals, H. W. Fairbanks. *Educational Pub. Co.*
 The Book of the Stars, A. F. Collins. *Appleton.*
 A Guide to the Wild Flowers, Alice Lounsberry. *Stokes.*
 How to Know the Ferns, F. T. Parsons. *Scribner.*
 Nature Study and Life, Hodge. *Ginn.*
 Elements of Forestry, Moon & Brown. *Wiley.*
 Tracks and Tracking, Josef Brunner. *Macmillan.*
 Garden Steps, Ernest Cobb. *Silver, Burdett.*
 Summer, D. L. Sharp. *Houghton.*
 PHYSICAL TRAINING AND FIRST AID
 *First Aid for Boys, Cole & Ernst. *Appleton.*
 Exercise and Health, Dr. Woods Hutchinson. *Macmillan.*
 Backwoods Surgery and Medicine. Chas. S. Moody, M.D. *Macmillan.*
 Games, J. H. Bancroft. *Macmillan.*
 Infantry Drill Regulations. *Appleton.*
 *At Home in the Water, G. H. Corsan. *Association Press.*
 Leadership and Military Training, L. C. Andrews. *Lippincott.*
 325 Group Contests, William J. Cromie. *Macmillan.*

MISCELLANEOUS

- *Bible or Prayer Book.
 Dictionary.
 Military Sketching & Map Reading J. B. Barnes. *Van Nostrand.*
 Outdoor Photography, Julian A. Dimock. *Macmillan.*
 The Book of Wireless, F. A. Collins. *Appleton.*
 *Merit Badge Pamphlets for Boy Scouts. *Boy Scouts of America.*
 *Boy Scouts Song Book. *Boy Scouts of America.*

*Camp Directors Dozen.

This list has been compiled by the Library and Camping Departments. It is offered with the suggestion that additions or substitutions be made to suit local requirements.

The German Paper Market

The paper market in Germany is experiencing a crisis. One of the principal causes is the insufficient quantity of coal, which has had the effect of lowering the production of paper in Germany by 58 per cent during the last four months, and there naturally follows an extremely pressing demand for paper of all kinds.

A large number of paper mills have closed on account of the lack of pulp and the absence of raw materials.

According to reports in the *Times*, says the American Chamber of Commerce in London, the result of an investigation in the wood pulp question reveals a very gloomy situation, and England and America, both dependent on outside sources are likely to suffer even further from the virtual monopoly held by Scandinavia.

Clement K. Shorter on War Poetry

Clement K. Shorter, in writing about "Literature: Then and Now" in the *Star*, said:

"The war did undoubtedly make for a love of poetry, but it has not lasted, and book-sellers tell me that with the exception of Masfield and Noyes, there is very little demand for verse to-day, altho scores of volumes are published, and a very considerable space is given in our newspapers to its praise. The novel is unquestionably the only important factor. No poet can boast, as Tennyson did, that he is making £4000 a year out of verse. No historian can repeat the records of Macaulay or even Justin McCarthy, but writers of fiction are as the sands of the seashore for number, and many are making splendid incomes. After all, this is not in any way a matter of regret.

"A great novel is one of the greatest things in literature. I would sooner have written 'Tom Jones' than any book published these two hundred years, and it may be that, without recognizing him, we have another Fielding in our midst. It was a happy moment for me when I first 'discovered' the prose and later the poetry of Thomas Hardy."

The Amherst Books

The Amherst Books, which will be issued in connection with the commemoration of the completion of the college's first century in 1921, are to be published by Marshall Jones Co. The first Amherst book, now in press, is President Alexander Meiklejohn's "The Liberal College," a collection of his papers and addresses on educational problems. The other books nearly ready for publication are: Professor John F. Genung's "The Life Indeed," his last work found among his papers after his death; and Professor Anson D. Morse's "Parties and Party Leaders," a collection of his best political essays. Other volumes are in preparation and will be announced later. Harry Forest Smith is the managing editor of the Series.

Omaha Bookseller Finds Interesting Byron Item

Henry F. Keiser, an Omaha bookseller, has found in an old volume of Byron's works an interesting letter, which all those who have examined it take to be a quite authentic letter of the poet. The letter was directed by Lord Byron to the editor of *Galignani's Magazine*, 18 rue Vivienne, Paris, denying the authorship of a work printed under his name in that magazine. The title of the piece was "The Vampire."

A NOVEL, "The Golden Bird," by a new, young English writer, Dorothy Easton, a volume which has a foreword by John Galsworthy, has just been published by Knopf.

AMONG THE PUBLISHERS

GEORGE CREEL, the former head of the Committee on Public Information, has answered a lot of persistent questions in "The War, the World and Wilson" published by Harpers.

DR. HERBERT E. IVES, lately Major in charge of the Experimental Department, Photographic Branch of the U. S. Air Service, and author of "Airplane Photography" (Lippincott), has joined the Fairchild Aerial Camera Company.

MARGARET HILL McCARTER is the first woman to address a National Convention, she spoke before the Republican Convention at Chicago.

A PSYCHIC BOOK, "God's Smile," by the Danish writer, Julius Magnussen, a book which ran thru ten editions in a month in Denmark, has been translated into English and will be published immediately by D. Appleton & Company.

"THE BULWARK," Theodore Dreiser's novel so long expectantly awaited is now promised for fall publication by Boni & Liveright. This is the story of the head of a Quaker family who struggles to bring up his family in the orthodox way, in spite of the influences of modern society.

THAT THE interest in figures of the great war has not slackened is shown by the announcement of the coming publication of "Out of My Life," an autobiography of Von Hindenburg, and another volume from General Ludendorff, which is practically a documentary history of the German headquarters, and a second volume from Admiral Jellicoe.

AMERICAN TOURISTS in Europe will be interested to hear that a new and thoroly comprehensive guidebook to France and its battlefields is to be published this month by Macmillan. This new volume, "American Guidebook to France and Its Battlefields," has been prepared by Captains Ellis and Garey of the U. S. Army and Professor Magoffin of Johns Hopkins University.

THE REPORT of the distinguished English committee of sociologists on "The Endowment of Motherhood," to be published at once in this country by B. W. Huebsch, will be the subject of a special conference of the International Women's Suffrage Congress now in session at Geneva. Two of the joint authors of the book, Eleanor Rathbone and Kathleen Courtney, are to lead the discussion. The report has been adapted to American conditions by Katharine Anthony, the editor, who also contributes an extended preface.

SAMUEL BUTLER's "Erewhon Revisited," which has been unavailable for some time, has now been put out in a new copyright trade edition by E. P. Dutton.

THE NEW METROPOLITAN Blue Book, Volume A, will be ready August first. It is published by the Automobile Blue Book Company.

"WHERE IRON Is, There Is The Fatherland" by C. K. Streit (Huebsch) is an account of the recent revelations in the French Chamber of Deputies, the collusion, during the war, of the German and French iron and coal interests.

HEREAFTER the novels of W. B. Maxwell will be published in this country by Dodd, Mead & Co. His latest work of fiction is entitled, "For Better, For Worse," and it will appear in the autumn.

THE HARPERS closed a contract with Zane Grey last week to publish all his books—juveniles, novels, adventure stories, etc., for the next twelve years. Mr. Grey's "The Man of the Forest" held first place on the list of best sellers compiled by *Books of the Month* for June, and on the *Bookman* list of "Books in Demand at the Public Libraries."

DURING THE present month the Harvard University Press will issue the first of four volumes by M. A. DeWolfe Howe, the official biographer of the Harvard dead in the war against Germany, with sketches of the lives and services of the thirty Harvard men who fell in the European conflict before our country entered the war.

THE RONALD PRESS COMPANY has issued two very substantial books which may prove of value to booksellers, as well as to the customers of booksellers. These are the volumes called "Talking Business" by John Mantle Clapp and "Business Writing" by James Melville Lee. The former gives practical suggestions that can be used by the business man in interviews, conferences and conventions. The author is connected with the New York University as lecturer. The author of the second volume is well known as the author of "History of American Journalism," and has here written a book covering various kinds of writing that business men are called upon to plan out. Besides the author's own contribution, there are several sections by other writers. Included in this is a section called "The Reinforcement of Reading" by Thomas Conyngton, with chapters on "How to Read and What to Read," a section on "Letters for Men of Affairs" by Edward Paul Gardner, a section of special interest to librarians entitled "Reports of Public Bodies" by Dorsey W. Hyde, Jr., of the Municipal Reference Library, New York.

CHANGES IN PRICE

JOHN WILEY & SONS, INC.
Lewis', Determinative Mineralogy, from \$1.50 to \$2.00.

COMMUNICATIONS

United Provinces Circulating Library,
"Concordia," Chunar, U. P.
India.

To Editor of PUBLISHERS' WEEKLY:

Would you be so good as to send me your latest catalog and enter the name of this library for all future ones, especially the X'mas issues.

This, being a circulating library, would you also kindly state what discount, you are prepared to allow for books, magazines and magazine sets? If you publish magazines please send me a sample copy of each kind, stating cost including postage to India, per year. If you can supply back numbers of your magazine kindly state which vols. and nos. and at what cost. Orders cannot be placed unless sample copy of magazines are received.

Have you an agent in London who can supply me with your American publications per value payable post as English firms are now able to send goods to India per V. P. Post which makes it very much easier for us to place orders.

Yours faithfully,
(Miss) P. PHILBRICK,
Librarian.

The United Bookstores Company Solicits Subscriptions

A letter has gone out to the principal publishers from the organization headquarters at 303 Fifth Avenue, New York, of the United Bookstores Company of America, soliciting subscriptions for carrying forward the first steps in the plan. The letter states that it is now proposed to form six units as part of the ultimate nationwide organization. The letter is signed by the Committee on Organization, of which William R. Thurston is Chairman. A list of the Committee is printed on this circular as follows:

COMMITTEE ON ORGANIZATION
THE UNITED BOOKSTORES COMPANY
OF AMERICA

Arthur W. Kelly, 246 Long Beach Road,
Long Island, President The Inter-Allied
Products Corporation.

Henry S. Stearns, Sr., 32 East 64th St., New
York City, Director John N. Stearns &
Co. Board of Governors American Bible
Society.

Eric Schuler, Secretary, The Authors' League
of America.

Harry J. Simonson, Book Department, The
Magazine of Wall Street, 42 Broadway.

Henry W. Wilson, Hambleton & Co., Bank-
ers, 43 Exchange Place.

Henry S. Stearns, Jr., 303 Fifth Avenue, Syn-
dicate Treasurer.

William R. Thurston, 303 Fifth Avenue,
Secretary.

Obituary Notes

DR. JAMES HARVEY HYSLOP, Secretary of the American Society of Psychical Research, whom Sir Oliver Lodge called the chief representative of this subject in America, died in Upper Montclair, N. J., last week. He was born in Xenia, Ohio, in 1854. Dr. Hyslop was a graduate of Wooster University, and also had degrees from the University of Leipzig and Johns Hopkins University. He taught philosophy, ethics and psychology in Lake Forest University, Smith College, Bucknell University, and Columbia University. He was organizer and secretary of the American Institute for Scientific Research and editor of the Proceedings and Journal of the American Society for Psychical Research. He was the author of a number of scientific books: Elements of Logic, 1892; Ethics of Hume, 1893; Elements of Ethics, 1895; Democracy, 1899; Logic and Argument, 1899; Syllabus of Psychology, 1899; Problems of Philosophy, 1905; Science and a Future Life, 1905; Enigmas of Psychical Research, 1906; Borderland of Psychical Research, 1906; Psychical Research and the Resurrection, 1908; Psychic Research and Survival, 1913.

Personal Notes

DAVID J. O'CONNELL, of Funk & Wagnalls Company, left on June 18th, for the Democratic National Convention at San Francisco, to which he was elected a delegate. While on the Coast it is his intention to visit the trade in the interest of the publications of his firm.

GRANT M. OVERTON, who made the book section of the New York Sun famous a year ago, is writing the book columns for Life.

Business Notes

ATHENS. Oscar Fulton and George A. Coe have bought the Athens Book and News Co.

NEW YORK CITY.—Joseph A. Margolies has removed from Madison Ave. and 91st St. to 117 E. 28th St.

NEW YORK.—Mr. Ernest R. Gee is preparing to open a shop for rare books on the first floor of the remodeled building at 442 Madison Avenue. Mr. Gee has been for the last six years in charge of the rare book department of Brentano's, and before that had sixteen years with Hachette's, London, in connection with their rare book business. His father, now retired, was for many years one of the best known booksellers in Oxford, England.

THE WEEKLY RECORD OF NEW PUBLICATIONS

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth. Imprint date is stated [or best available date, preferably copyright date, in brackets] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ft. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Abbott, Keene

Wine o' the winds. 9+336 p. pls. D c. Garden City, N. Y., Doubleday, Page \$1.75 n.

Story of a man who in order to escape his memories takes up his life in the West at the time of the early settlers.

Adam, Maj. W. A.

Whither? or, the British Dreyfus case; a human fragment of contemporary history (1906-1919). 198 p. O [N. Y., Dutton] \$5 n.

Agar, Frederick Alfred

The stewardship of life. 107 p. D [c. '20] N. Y. and Chic., Revell 75 c. n.

Appleton's new practical cyclopedia; a new work of reference based upon the best authorities, and systematically arranged for use in home and school, ed. by Marcus Benjamin [and others]; with an introd. by Elmer Ellsworth Brown. New and rev. ed. 6 v. il. pls. (part col.) maps O N. Y., Appleton \$27 n.

Arnold, Mrs. Elizabeth [Kavita Kaumudi]

Great Ganga the Guru; or, How a seeker sought the real [verse]; decorations by Mrs. E. G. Coyle. 126 p. front. D [n. d.] N. Y., Dutton bds. \$2.50 n.

Bailey, Albert Edward, and Kent, Charles Foster

History of the Hebrew commonwealth. 24+

396 p. fold. front. il. maps D [c. '20] N. Y., Scribner \$2

Bell, William Murray, comp.

Wm. M. Bell's "pilot," an authoritative book on the manufacture of candies and ice creams. 4th ed. 248 p. il. S Chic., W. M. Bell, 6 E. Lake St. \$5 n.

Berg, Charles W.

The confessions of an undertaker. 114 p. D [c. '20] Wichita, Kan. [C. W. Berg, 1130 Biting Ave.] \$2

Information concerning embalming, burial, cremation, the conducting of funerals, etc.

Betts, George Herbert

La mente y su educación; tr. del inglés al español por A. M. Fernandez de Ybarra. ed. revisada y aumentada. 9+409 p. D c. N. Y., Appleton \$2 n.

Black, William Harman

The real Europe pocket guide-book (number 10 of "Black's blue books") including full description of the new Albania, Austria, Belgium, Bulgaria, Courland, Czechoslovakia, Denmark, England, Estonia, Finland, France, Germany, Greece, Holland, Hungary, Ireland, Italy, Kingdom of Serbs, Croats and Slovenes, Latvia, Lithuania, Monaco, Norway, Poland, Portugal, Roumania, Russia, Scotland, Sweden, Spain, Switzerland, Turkey, Ukraine, Wales; preparations for the

American Acceptance Council

Practical problems in the development of bankers acceptances. 40 p. S N. Y., Am. Acceptance Council pap. single copies gratis.

American Association for International Conciliation

German secret war documents, covering the period June 15 to August 5, 1914, and published by the German government in 1919. 66 p. D (International conciliation) N. Y., Am. Assn. for Internat. Conciliation pap.

American Social Hygiene Association

Standard statistics of prostitution, gonorrhea, syphilis. 22 p. diagrs. Q ['19] N. Y., Am. Social Hygiene Assn. pap. 10 c.

Anderson, Nephi

Romance of a missionary; a story of English life

and missionary experiences. 190 p. D '19 Independence, Mo., Zions Ptg. & Pub. Co. 85 c.

Anderson, Otto E.

Smalandingarne, bilder ur folkklivet i Sverige och Amerika; sang-dans-och krigsspel i fyra akter; musiken arranged af J. Jacobson och Carl Johnson. 33 p. S ['19 c. '20] Minneapolis O. E. Anderson 50 c.

Archer-Burton, Mary Ella Denne [Mrs. E. Archer-Burton]

Silver wings, and other gems of thought and verse 58 p. O [c. '20] [Salisbury, Md., Mrs. E. Archer-Burton, 117 Elizabeth St.] pap. 50 c.

Baldwin, Tuthill & Bolton, Grand Rapids, Michigan

The B. T. & B. manual; a treatise on the care of saws and knives. 4th ed. 206 p. il. diagrs. plans, (c. '20 Big Rapids, Mich., Machinery Co. of Am. \$5 n

trip, choice of routes, when to go, where to go, how long it takes, how to go, what to see, how long to stay; with 23 simple outline maps of the 33 new countries and elaborate index. 51+582 p. S [c. '20] N. Y., Brentano's \$3 n.

Blackwood, Algernon

John Silence, physician extraordinary. 5+345 p. D [c. '20] N. Y., Dutton \$2.50 n.

Five stories dealing with the mysterious and occult and centering about the same character. Contents: A psychical invasion; Ancient sorceries; The nemesis of fire; Secret worship; The camp of the dog.

Breareley, Harry Chase

Time telling through the ages. 294 p. (5 p. bibl.) il. pls. O '19 N. Y., Doubleday, Page \$3 n.

Brown, Everett Somerville

The constitutional history of the Louisiana purchase, 1803-1812. 11+248 p. (13 p. bibl.) O (Pubs. in history, v. 10) Berkeley, Cal., Univ. of Cal. \$2.50

Butler, Samuel

Erewhon revisited twenty years later, both by the original discoverer of the country and by his son; with an introd. by Moreby Acklom. [New ed.] 27+304 p. por. D [c. '20] N. Y., Dutton \$2.50 n.

Cadbury, Henry Joel

National ideal in the Old Testament. 284 p. D c. N. Y., Scribner \$1.75 n.

Cannan, Gilbert

Windmills; a book of fables. [American ed.] 16+188 p. D c. N. Y., Huebsch bds. \$1.60 n.

Satirical sketches.

Carmichael, Rev. Charles Theophilus

Light and life. 133 p. O [c. '19] New Orleans, La., C. T. Carmichael, Baptist Bible Inst. \$1

Chalmers, Stephen

The greater punishment; front. by Ralph Pallen Coleman. 238 p. col. front. D c. Garden City, N. Y., Doubleday, Page \$1.50 n.

Story of the wastrel son of a self-made millionaire, who is set adrift and forced to shift for himself.

Bowman's lace and embroidery directory; a compilation of the manufacturers of laces, embroideries, nets, veilings, etc., in the United States and Canada. 280 p. O N. Y., Bowman Pub. Co. 17 Madison Ave. \$2.

Brandow, John Henry

The story of old Saratoga; the Burgoyne campaign, to which is added New York's share in the revolution. 2d ed. 23+528 p. il. pl. fold. map O '19 Albany, N. Y., J. H. Brandow, 59 Manning Blvd. \$3.

Burke, Harry Eugene, and Herbert, Frank Barnes

California oak worm [Phryganida californica Pack.] 14 p. il. O (U. S. Dept. of Agric. farmers' bull. 1076) Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 5 c.

Callaghan's Illinois statutes annotated, 1917-1920, embracing all general acts passed from January 1, 1917, to and including July 1, 1919, together with exhaustive annotations, by James C. Cahill and Basil Jones assisted by the publishers' editorial staff. 2075 p. O c. Chic., Callaghan & Co. \$16.

Cartier, François, M.D.

Therapeutics of the respiratory organs; tr. from

Cohan, Charles Cleveland

Born of the crucible. 321 p. D [c. '19] Bost., Cornhill Co. \$1.75 n.

Story of Montana dealing with the problem of capital and labor.

Comstock, William Phillips, comp.

The housing book; containing photographic reproductions, with floor plans of workingmen's homes; one and two family houses of frame, brick, stucco and concrete construction; also four, six and nine family apartments; showing single houses, groups and developments that have been built in various parts of the United States; 150 illustrations and plans. 132 p. Q [c. '19] N. Y., W. T. Comstock Co., 23 Warren St. \$3

Cram, Mildred

Lotus salad; il. by F. C. Yohn. 305 p. pls. D c. '18-'20 N. Y., Dodd, Mead \$1.75 n.

Story of a young American's lively adventures in Magella.

Cunninghame Graham, Robert Bontine

A Brazilian mystic; being the life and miracles of Antonio Conselheiro. 12+238 p. fold. map O N. Y., Dodd, Mead bds. \$4 n.

Account of Brazilian frontiersmen centering about the life of Antonio Conselheiro, cowboy, mystic, and defier of the Brazilian forces.

Davison, Henry Pomeroy

The American Red cross in the great war. [New ed.] 302 p. pls. D c. '19-'20 N. Y., Macmillan \$2 n.

Dawson, Edgar

Organized self-government. 24+383 p. il. D [c. '19-'20] N. Y., Holt \$1.40

Intended as a high school textbook. Author is professor of political science, Hunter College.

Edgar, William Crowell, ed. and comp.

The Bellman book of verse, 1906-1919. 8+225 p. S Minneapolis, Bellman Co. \$1.50

Elmer, Manuel Conrad

Technique of social surveys. Rev. ed. 117 p. plan forms D c. '17-'20 Minneapolis, Minn., University Ptg. Co. \$1.25

the French and ed. by Carl A. Williams. 33+302 p. D '19 c. Phil., Boericke & Tafel [1011 Arch St.] \$2.25

Chicago College of Naprapathy

Naprapathic dictionary of cures. [2d ed.] 46 p. O [c. '19] Chic., Chic. Coll. of Naprapathy, 1441 W. Jackson Blvd. pap. 9 c.

Cook, Albert Stanburrough

Chaucerian papers—1. 63 p. O (Transactions v. 23) [19] New Haven, Ct. Academy of Arts & Sciences. pap. 80 c. n.

Courtship and marriage; practical instruction by priests of the Society of Jesus. Rev. ed. of "Marriage and the family." 132 p. D N. Y., America Press, 173 E. 83d St. pap. 25 c.

Dictaphone, New York.

The Dictaphone; teachers' manual of business training. 67 p. il. D [c. '19] N. Y., The Dictaphone, Woolworth Bldg. pap. gratis.

Dunbar, Carl Owen

New species of Devonian fossils from western Tennessee. 109-158 p. pls. tab. O (Transactions v. 23) [20] New Haven, Ct., Academy of Arts & Sciences. pap. 85 c. n.

Evans, Lawton Bryan

The essential facts of American history. Rev. ed. 11+578 p. il. maps D c. Bost., Sanborn \$1.36

Forstall, Walton, ed.

A manual of gas distribution. 23+968 p. il. forms diagrs. O c. Phil., U. G. I. Contracting Co. [Broad and Arch Sts.] \$3.50

Forsyth, Capt. J.

The highlands of central India; notes on their forests and wild tribes, natural history and sports. [New ed.] 11+387 p. il. pls. fold. map tabs. O N. Y., Dutton \$6 n.

Foster, A. E. Manning

Auction bridge table talk. 168 p. S '19 N. Y., Dutton \$2 n.

Informal talks on auction bridge.

Foster, Robert Frederick

Auction made easy; a text book for the beginner, the average player and the expert. 8+143 p. il. D [c. '20] N. Y., Dutton \$1.60 n.

Fox, G. George

Judaism, Christianity and modern social ideals. 284 p. O '19 N. Y., Bloch Pub. \$1.50

Fulton, Maurice Garland, comp. and ed.

Expository writing; materials for a college course in exposition by analysis and imitation; with questions and exercises. 38+555 p. (4 p. bibl.) pls. D '19 N. Y., Macmillan \$1.75 n.

Gardyne, Mary Elkins

Oup in ole Vermont, and other French dialect poems; with an introd. by Bessie Simmons Pease. 64 p. D [c. '20] Bost., Badger \$1.50 n.

Garrow-Green, G.

Trout-fishing in brooks; its science and art. 7+136 p. il. pls. D [n.d.] N. Y., Dutton \$2 n.

Giesecke, Frederick Ernst, and Mitchell, A.

Descriptive geometry. 2d ed. 135 p. il. diagrs. D c. '16-'19 Austin, Tex., F. E.

Giesecke, Univ. of Tex. pap. \$1

Graham, Alan

Follow the little pictures! 298 p. D c. Bost., Little, Brown \$1.75 n.

Story of a search for buried treasure having Scotland for a background.

Granger, Frederic Stearns

Oxidation and reduction in organic chemistry from the standpoint of potential differences; the system of hydroquinone and quinone. 50 p. charts O c. N. Y. [Lemcke & Buechner] pap. \$1 n.

Harrison, Newton, and Poppe, Thomas Williams

Electric wiring diagrams and switchboards; a practical, comprehensive treatise explaining the theory and design of wiring circuits; a guide for all interested in the application of electricity to illumination and power. 3d ed., rev. and enl. 138 il. and diagrs. 315 p. S N. Y., Henley \$2.50

Hart, Charles, and Watts, Mary Jane

A commercial and industrial arithmetic for students of high school grade. 6+438 p. O '19 N. Y., Appleton \$2 n.

Haskell, Helen Eggleston

La firmeza de un reinado; historia anecdótica del rey de España; tr. al castellano por Enrique Santibañez. 178 p. il. D N. Y., Appleton \$1.50 n.

Heathcote, Charles William

The Lutheran church and the civil war. 160 p. (7 p. bibl.) D [c. '19] N. Y. and Chic., Revell \$1.50 n.

Herman, Mrs. Emily

Christianity in the new age. 12+261 p. O [19] N. Y., Funk & W. \$2 n.

Hibben, Paxton

Constantine I and the Greek people. 16+592 p. pls. pors. O c. N. Y., Century Co. \$3.50 n.

Account of what happened in Greece during the war disclosing the political intrigues in the Near East of Entente diplomatists.

Hodgdon, Daniel Russell

Junior general science; with an introd. by

Foulke, Roland Roberts

A treatise on international law; with an introductory essay on the definition and nature of the laws of human conduct. 2 v. O c. Phil., Winston. \$15 n.

Garraghan, Gilbert Joseph

Catholic beginnings in Kansas City, Missouri; an historical sketch. 137 p. pls. maps facms. O c. Chic., Loyola Univ. Press. bds. \$1.25.

Goessling, Adeline O.

The farm and home cook book; a practical collection of tested recipes for practical housekeepers. 256 p. il. pl. diagrs. D '19 c. Springfield, Mass., Phelps Pub. Co., Myrick Bldg. pap. 50 c.

Goodale, Hubert Dana

Practical results from studies on egg production. 97+104 p. (Bulletin 191) '19 Amherst, Mass., Mass. Agric. Exper. Station. pap.

Gwynn, Alfred E.

Lines and rhymes of a grand-daddy man; a folio of foolish fancies. 54 p. mounted por. D Los An-

geles, Cal., A. E. Gwynn, 1015 Marsh-Strong Bldg. pap. (priv. pr.)

Hale, Edward Everett

The man without a country; in Graham shorthand. 32 p. D c. N.Y., A. J. Graham & Co., 1133 Broadway. pap. 40 c.

Harrower, Henry Robert

Practical organotherapy; the internal secretions in general practice. 268 p. D Glendale, Cal., Harrower Laboratory. \$2.50.

Haynes, Carlyle Boynton

Satan, his origin, work, and destiny. 128 p. il. (part col.) D [c. '20] Nashville, Tenn., Southern Pub. Assn. [2119 24th Ave. N.] pap. 25 c.

Herndon, Isabel C. comp.

Blue bird notes, gleams of gladness. 3d ed. 54 p. il. D c. '19 Wichita Falls, Tex., I. C. Herndon, 1703 Elizabeth St. \$1.

Herschell, George, M. D.

Text book of indigestion. Rev. and rewritten by Adolphe Abrahams. 4th ed. 7+228 p. pls. O N. Y., Longmans. \$3.75 n.

Calvin N. Kendall. 20+340 p. il. (part col.) diagrs. D N. Y., Hinds, Hayden & Eldredge, 11 Union Sq. \$1.25

Hotchkiss, Chauncey Crafts

The ivory ball; il. by R. L. Rivera. 303 p. pls. D [c. '20] N. Y., Watt \$1.75 n.

Mystery story in which a Chinese mandarin, masquerading in America as a coolie servant undertakes inhuman methods to get possession of an ivory ball which is in the keeping of a fearless girl.

Hutchinson, Woods, M.D.

The child's play. [Rev. ed.] 8+186+8 p. il. D (Woods Hutchinson health ser.) [c. '12-'20] Bost., Houghton Mifflin 76 c. n.

Community hygiene. [Rev. ed.] 9+314 p. il. D (Woods Hutchinson health ser.) [c. '16-'20] Bost., Houghton Mifflin 96 c. n.

A handbook of health. [Rev. ed.] 12+341+18 p. il. D (Woods Hutchinson health ser.) [c. '11-'20] Bost., Houghton Mifflin \$1.12 n.

Ingalese, Richard

The history and power of mind. [New and rev. ed.] 24+329 p. O c. '02-'20 N. Y., Dodd, Mead \$2.50 n.

Johnston, William Andrew

The mystery in the Ritsmore; with il. by Harold James Cue. 293 p. pls. D c. Bost., Little, Brown \$1.75 n.

Detective story dealing with a mysterious murder.

Judson, Clara Ingram [Mrs. James McIntosh Judson]

The junior cook book. 253 p. D [c. '20] N. Y., Barse & Hopkins [28 W. 23d St.] \$1.25 n.

Kalpaschnikoff, Andrew

A prisoner of Trotsky's; with foreword by David R. Francis. 18+287 p. O c. Garden City, N. Y., Doubleday, Page \$2.50 n.

Revelations concerning the relations of Americans in Russia with the Bolshevik government. Author was Commissioner-General of the Siberian Regiments American Ambulance Society and was for five months a prisoner in Russia.

Kendall, Calvin Noyes, and others, eds.

Pictured knowledge; the new method of visual instruction applied to all school subjects. 5 v. il. (part col.) col. pls. pors. maps plans facsms. O c. Chic., Compton-Johnson Co. \$34.75

Kennedy, Harry Angus Alexander, D.D.

The theology of the Epistles. 280 p. D (Studies in theology) N. Y., Scribner \$1.75 n.

Holt, Lucius Hudson

Military correspondence, reports and orders. 73 p. D Poughkeepsie, N. Y., Clinton Press. \$1.25.

How to become a citizen of the United States; including examination questions, the Constitution of the United States and the Declaration of Independence, list of presidents of the United States, names of states with capital city of each, oath of allegiance, brief history of the United States, etc. 64 p. [c. '20] Chic., Flynn Pub. pap. 25 c.

Kirkpatrick, Edwin Asbury

Imagination and its place in education. 10+214 p. D [c. '20] Bost., Ginn \$1.48

Kristensen, Evald Rejnholdt

Danmark og det danske folk. 471 p. il. pors. Q c. Omaha, Neb., A. H. Anderson, 314 Brown Block \$3.85 n.; hf. mor. \$5 n.

Langbein, George

Electro-deposition of metals; tr. with additions by William T. Brannt; il. by 185 engravings. 8th ed., rev. and enl. 12+863 p. il. O c. '13-'20 N. Y., H. C. Baird & Co. \$7.50 n.

Lawrence, David Herbert

New poems. 10+78 p. D c. N. Y., Huebsch bds. \$1.60 n.

Levi, Moritz

French phrases and questions; a manual of conversation. 6+92 p. S [c. '20] N. Y., Holt 72 c.

Linton, C. E.

The earthmotor, and other stories; il. by Murray Wade. 231 p. por. D [c. '20] Waldport, Ore., C. E. Linton \$1

Contents: The ocean cave at Heceta Head; Rescue of the cave woman; Three weeks inside the earth; The hermit of Chimaso Island.

Luther, Mark Lee

Presenting Jane McRae; with il. by James Montgomery Flagg. 333 p. pls. D c. Bost., Little, Brown \$1.75 n.

Story of a country girl, disappointed in the man she loves, who comes to New York where she drifts with the tide until she is suddenly awakened to her own narrowness.

McClees, Helen

A study of women in Attic inscriptions. 51 p. O (Columbia Univ. studies in classical philology) c. N. Y. [Lemcke & Buechner] pap. \$1 n.

MacClintock, Lander

Sainte-Beuve's critical theory and practice after 1849. 9+161 p. O [c. '20] Chic., Univ. of Chic. pap. \$1.25 n.

MacKaye, Percy Wallace

Rip Van Winkle; folk-opera in three acts; the music by Reginald De Koven. 8+86 p. D (G. Schirmer's collection of opera-librettos) [c. '19] N. Y., G. Schirmer, 3 E. 43d St. 50 c. n.; with vocal score \$5 n.

Mackenzie, John Stuart

Arrows of desire; essays on British characteristics. 260 p. O N. Y., Macmillan \$3.75 n.

Johns, Orrick G.

Black branches [verse]. 96 p. O c. N. Y., Pagan Pub. Co., 23 W. 8th St. bds \$1.25.

Loomis, Ernest L.

History of the 304th ammunition train. 244 p. pls. pors. O [c. '20] Bost., Badger. \$3 n.

Mabry, Gregory, comp.

Recollections of a recruit, an official history of the fifty-fourth U. S. Infantry. 237 p. pls. pors. maps (part fold.) D ['19] N. Y. Schilling Press, 137 E. 25th St. \$3 n.

McMichael, Charles B., ed. and tr.

Short stories from the Spanish; il. by H. Devitt Welsh. 9+116 p. pls. D [c. '20] N. Y., Boni & Liveright bds. \$1.50 n.

Short stories by Ruben Dario, Jacinto Octavio Picon and Leopoldo Alas.

MacMickle, Virgil

Eat and be healthy; the diet question simplified. 102 p. fold. tab. D '19 Portland, Ore., Virgil MacMickle, De Kum Bldg. \$2.50

Magee, Anna F.

The Magee readers. bk. 6, third year—second half; with the editorial co-operation of John F. Reigart; il. by Ethel F. B. Bains and Eugenie M. Wireman. 8+284 p. D [c. '20] Bost., Ginn 88 c.

Massachusetts. Agricultural College, Amherst. Library

List of references on women in agriculture. 8 p. O '19 Amherst, Mass., Mass. Agric. Coll. pap. gratis

Mathews, Basil Joseph

The Argonauts of faith; the adventures of the "Mayflower" Pilgrims; with a foreword by Viscount Bryce; il. by Ernest Prater. 185 p. col. pls. maps D [c. '20] N. Y., Doran \$1.50 n.

Story of the Pilgrims told for younger readers.

Mérimée, Prosper

Stories from Mérimée; with introd., notes, and vocabulary by Douglas Labaree Buffum. 20+306 p. S [c. '20] N. Y., Holt \$1

Merrick, Leonard

When love flies out o' the window; with an introd. by W. Robertson Nicoll. [New uniform ed.] 10+309 p. O [c. '14-'19] N. Y., Dutton \$2.50 n. (1550 copies)

Mildmay Park; episodes of a doughboy in a London hospital, by my sergeant. 149 p. O [c. '20] Bost., Badger \$1.75 n.

Amorous adventures of an American doughboy in London.

Magna Charta

Magna charta; granting of the Magna charta by King John, on June 15, 1215, together with explanatory notes to the charter. 24 p. O Wash., D. C., Gov. Pr. Off.

Mann, William E.

Theories about the truth of things. 176 p. S [c. '19] Norfolk, Mass., W. E. Mann pap. 50 c.

Mills, Philo Laos

The great question of the day: creation versus evolution for the first time brought prominently before the world of science and theology alike, and overwhelmingly defended in favor of a creative interference; a study in recent anthropology; series of three articles on the physical, mental and moral arguments for a direct creation of man by supernatural agency, embodying the latest scientific discoveries and compiled from previous writings and reviews. 34 p. diagr. Q c. Wash., D. C., Andrew B. Graham Co., 1628 L St., N.W.

Missouri. State Board of Agriculture

General dairy information, including proper meth-

Monk, Jay Henry

Adventism and the Bible; a study. 251 p. por. D '19 Nashville, Tenn., McGuiddy Ptg. Co., 317 Fifth Ave. \$1.25

Moore, Justin Hartley, and Houston, Charles A.

Problems in business law; a collection of cases briefly summarized for use in colleges and schools of business. 28+272 p. D (College of the City of New York ser. in commerce, civics and technology) c. N. Y., Appleton \$2.50 n.

Authors are well known business lawyers of New York and professors in the School of Business for Civic Administration in the College of the City of New York.

Mulford, Clarence Edward

Johnny Nelson; how a one-time pupil of Hopalong Cassidy of the famous Bar-20 ranch in the Pecos Valley performed an act of knight-errantry and what came of it; front. by Robert W. Bierbrauer. 354 p. D c. Chic., McClurg \$1.75

Cowboy story in which the hero, a two-gun man and misogynist undertakes to live in a womanless town.

Murray, Gilbert i.e. George Gilbert Aimé

Our great war and the great war of the ancient Greeks. 85 p. S c. N. Y., T. Seltzer bds. \$1.25 n.

Parallel between our recent war and the Peloponnesian war of the ancient Greeks.

Muse, Will D.

The house of love [verse]. 92 p. D [c. '20] Bost., Cornhill Co. \$1.25

Neubecker, William

The universal sheet metal pattern cutter. v. 1. 380 p. il. Q N. Y., Sheet Metal Publication Co., 154 Nassau St. \$7.50

O'Connor, Lucy Violet Bullock-Webster [Mrs. Armel O'Connor]

A girl's ideals. 125 p. T '19 c. Manchester, N. H., Magnificat Pub. \$1

Collection of essays intended especially for Catholic girls.

ods for testing milk and cream, the 1919 dairy laws, cream and milk station license system and calf club plans. 97 p. il. O (Dairy commissioner's bull.) Jefferson City, Mo., State Bd. of Agric. pap.

Morse, John Lovett, and Talbot, Fritz Bradley

Diseases of nutrition and infant feeding. 2d ed., rev. 10+384 p. O N. Y., Macmillan. \$4 n.

Morton, Julius Sterling, and Watkins, Albert

School history of Nebraska, based on the History of Nebraska; abridged; ed. by James A. Beattie. 36+317 p. il. por. maps. D Lincoln, Neb., Western Pub. & Engraving Co., 324 Bankers Life Bldg. \$1.25

Nardin, F. Louise

The makers of America; a civic ritual. 23 p. D (Bulletin 1050) Madison, Wis., Univ. of Wis. pap. 10 c.

Osgood, Charles Grosvenor

Spenser's English rivers. 65-108 p. O (Transactions v. 21) [20] New Haven, Ct., Ct. Academy of Arts & Sciences. pap. 60 c. n.

Peake, Arthur Samuel, ed.

A commentary on the Bible; ed. with the assistance for the New Testament of A. J. Grieve; introd. by Melancthon Woolsey Stryker. 23+1014 p. maps O [c. '20] N. Y., T. Nelson & Sons, 381 Fourth Ave. \$4 n.

Pinkerton, Mrs. Kathrene Sutherland Gedney, and Pinkerton, Robert

Penitentiary Post; front. by Ralph Pallen Coleman. 245 p. col. front. D c. Garden City, N. Y., Doubleday, Page \$1.50 n.

Story of a man sent by his rival to a remote post of the Hudson's Bay Company where he fights a battle against madness and is finally found by the woman he loved.

Purdy, Nannie Sutton

Hafed the Persian; a play in four acts. 87 p. D (American dramatists ser.) [c. '20] Bost., Badger bds. \$1.50 n.

Drama of the Mohammedan conquest.

Rall, Harris Franklin

Modern premillennialism and the Christian hope. 255 p. D [c. '20] N. Y. and Cin., Abingdon Press \$1.50 n.

Critical discussion of premillennialism. Author is professor of systematic theology, Garrett Biblical Institute, Evanston, Illinois.

Randolph, Wilfrid

The churches of Belgium; an architectural outline; with 80 il. including 2 plans and a key-map. 7+103 p. O [n.d.] [N. Y., Dutton] \$3 n.

Rathbun, John B.

Gas, gasoline and oil engines, including complete gas engine glossary; a simple, practical and comprehensive book on the construction, operation and repair of all kinds of engines; dealing with the various parts in detail, and the various types of engines and also the use of different kinds of fuel. [New ed.] 341 p. il. diags. D '19 Chic., Stanton & Van Vliet \$1.25

Earlier edition has title: "Practical Handbook of Gas, Oil and Steam Engines."

Palmer, Robert Manning

All about Airedales; a book of general information valuable to dog lovers and owners, breeders and fanciers; il. from selected photographs of noted dogs and rare scenes. The Airedale terrier reviewed. 8th ed. 162 p. por. il. O c. '19 Seattle, Wash., R. M. Palmer, 8447 Renton Ave. \$1.75; pap. \$1.10

Paull, Charles H., comp.

English of paper making; lessons for adult English classes. 28 l. il. fold. pl. Q [c. '20] Bost., Associated Industries of Mass., 1034 Kimball Bldg. loose leaf 75 c.

Powers, Wilbur Louis

Duty of water in irrigation. 20 p. tabs. diagr. O (Bulletin 161) Corvallis, Ore., Agric. Coll. Exper. Station.

Rice, De Long

The story of Shiloh. 64 p. pls. D [c. '19] Pittsburgh Landing, Tenn., D. Rice bds. 75 c.

Richardson, James Edward

The summer garden: new poems. 200 p. D Phil., J. E. Richardson, 3720 Hamilton St. (priv. pr.)

Richardson, William H.

William Leverett Dickinson, an appreciation; pre-

Raynor, Frank C.

Through jewelled windows; or, Spiritualism in the church. 16+102 p. D N. Y., Dutton \$1.60 n.

Consideration of spiritualism in its relation to the church.

Reynolds, George Fullmer, and Greever, Garland

The facts and backgrounds of literature, English and American. 16+425 p. il. S (Century handbook ser.) c. N. Y., Century Co. \$1.45 n.

Robinson, William Henry

The witchery of Rita, and Waiting for Tonti. 71 p. D '19 c. Phoenix, Ariz., Berryhill Co. [42 E. Washington St.] bds. \$1

Two stories of Arizona.

Sechrist, Frank Kleinfelter

Education and the general welfare; a textbook of school law, hygiene, and management. 20+443 p. (14 p. bibl.) il. plans pls. diags. D N. Y., Macmillan \$1.60 n.

Shakespeare, William

The comedy of the Merchant of Venice; ed. with introd. by Frederick Henry Sykes, and notes by Lizette Andrews Fisher. 40+152 p. por. S (Scribner English classics) '19 N. Y., Scribner 36 c.

Sleeper, Milton Blake

Design data for radio transmitters and receivers. 6+85 p. il. diags. D (Everyday engineering ser. 6) N. Y., Henley 75 c.

Radio hook-ups, a reference and record book of circuits used for connecting wireless instruments. 1920 ed. 72 p. diags. D (Everyday engineering ser. 5) N. Y., Henley 75 c.

Smades, Hiram N.

Dreams and visions of an engineer [verse]. 123 p. pors. D [c. '20] [Watts, Cal., H. N. Smades] \$1.50

Spears, Raymond Smiley

The river prophet; front. by Ralph Pallen

pared as a souvenir of the Dickinson centenary celebration by the people of Jersey City, November 25th, 1919. 71 p. por. il. O '19 Jersey City, N. J., W. H. Richardson, 250 Union St., bds. \$2

Rockford (The) Morning Star

Souvenir book of the world war, including a brief chronology of the principal events since 1914; interesting statistics of the belligerents; a record of America's part in the conflict; an exposition of why we are at war, in President Wilson's own words and much other vitally important information. 66 p. il. map O '18 c. Rockford, Ill., Rockford Morning Star pap.

Shaw, Jacob Kingsley

The propagation of apple trees on their own roots. 73-96 p. pls. O (Bulletin, 190) '19 Amherst, Mass., Mass. Agric. Exper. Station pap.

Sherwood-Dunn, Berkeley

Regional Anesthesia (Victor Pauchet's technique); with 224 figures in the text. 7+294 p. diags. O Phil., F. A. Davis Co., 1914 Cherry St. \$3.50 n.

Silk, John Frederick William, M. D.

Modern anaesthetics. 2d ed. 15+191 p. il. D [N. Y., Longmans] \$2.75 n.

Coleman. 246 p. col. front. D c. '18-'20 Garden City, N. Y., Doubleday, Page \$1.50 n.
Mississippi River story.

Stevenson, Robert Louis Balfour

A child's garden of verses; il. in col. by Maria L. Kirk. 191 p. D (Children's classic ser.) c. Phil., Lippincott 75 c. n.

Stewart, Maj. Merch Bradt, and Waldron, Maj. William Henry

Thirty-minute talks. 379 p. il. pls. diagrs. D Wash., D. C., U. S. Infantry Assn. \$2.50

Taft, Henry Waters

Occasional papers and addresses of an American lawyer. 23+331 p. O c. N. Y., Macmillan \$2.50 n.

Partial contents: Some responsibilities of the American lawyer; The bar in the war; Aspects of Bolshevism and Americanism; Sovereignty, constitutionality and the Monroe Doctrine.

Taylor, Katharine Haviland

Yellow soap. 8+306 p. D c. Garden City, N. Y., Doubleday, Page \$1.75 n.

Story of a poor boy brought up in the atmosphere of yellow laundry soap who rises to a position of power and social standing.

Thiébault, Jules

The vanished friend; evidence, theoretical and practical, of the survival of human identity after death; from the French; foreword by Margaret Deland. 22+226 p. pls. O [c. '20] N. Y., Dutton \$2.50 n.

Collection of spiritualistic phenomena.

Tice, Frederick, ed.

Practice of medicine; foreword by M. W. Ireland. 10 v. (bibls.) il. pors. diagrs. O N. Y., W. F. Prior Co., 22 E. 17th St. limp leath. \$75

Vermeer, John Jacob

What is electricity? its nature explained. 61 p. S c. '19 Oakland, Cal., Smith Bros., 472 13th St. \$1.25

Waldron, Maj. William Henry

Platoon training. 2 v. 421; 324 p. il. music diagrs. S Wash., D. C., U. S. Infantry Assn. \$2.50

Whalen, Louise Margaret

Father Ladden, curate. 111 p. D '19 c. Manchester, N. H., Magnificat Pub. \$1
Catholic stories.

Whitman, Frank Nunn

Familiar studies of wild birds, their haunts and habits; with many photographs by the author. 85 p. pls. O [c. '20] Bost., Badger \$3 n.

Wilson, Mrs. Mary A.

Mrs. Wilson's cook book; numerous new recipes based on present economic conditions. 4+498 p. por. D [c. '20] Phil., Lippincott \$2.50 n.

Author was formerly Queen Victoria's cusiniere and instructor of domestic science, University of Virginia Summer School, Charlottesville, Virginia.

Wilson, Philip Whitwell

The Irish case before the court of public opinion. 160 p. pls. D [c. '20] N. Y. and Chic., Revell \$1.25 n.

Presentation of the grievances of Ireland, the problems which the British Parliament is trying to solve and the various solutions proposed.

Wood, Clement

Mountain; a novel. 355 p. D [c. '20] N. Y., Dutton \$2.50 n.

Novel dealing with the struggle in modern industrial conditions and having as its background a southern iron-mine.

Wood, William Wallace

The Westinghouse E-T air brake instruction pocket book; a complete work explaining in detail the improved Westinghouse locomotive air brake equipment, including both the no. 5 and the standard no. 6 styles, with recent modifications; filled with col. pls. showing various pressures. 2d ed., rev. 258 p. S N. Y., Henley \$2.50

Yates, Raymond Francis

How to make and use a small chemical laboratory. 102 p. il. diagrs. D (Everyday engineering ser. 3) N. Y., Henley 75 c.

Soldering and brazing. 90 p. il. diagrs. D (Everyday engineering ser. 4) N. Y., Henley 75 c.

Supplee, George Cornell

The lecithin content of butter and its possible relationship to the fishy flavor. 97-151 p. pl. tabs. O '19 (Agric. Exper. Station memoir 29) N. Y., Cornell Univ. pap.

U. S. Bureau of Insular Affairs

Directory of Filipino students in the United States. 52 p. S Wash., D. C., Gov. Pr. Off.

U. S. Coast and Geodetic Survey

Terrestrial magnetism. Alaska magnetic tables and magnetic charts for 1920, by Daniel L. Hazard. 31 p. tabs. 3 fold. charts (in pocket) O (Special publication 63) Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 20 c.

U. S. Library of Congress. Catalog Division

Subject headings used in the dictionary catalogues of the Library of Congress. 2d ed. 1315 p. Q '19 Wash., D. C., Gov. Pr. Off.

Westerfield, Ray Bert

Early history of American auctions; a chapter in

commercial history. 159-210 p. O (Transactions v. 23) New Haven, Ct., Ct. Academy of Arts and Sciences. pap. 65 c. n.

Wheeler, William Morton, and Brues, Charles Thomas

The ants of the Galapagos Islands; The ants of Cocos Island; A new species of the hymenopterous genus *Scleroderma* from the Galapagos Islands. 249-310 p. O (Proceedings 4th ser., v. 2, pt. 2, nos. 14, 16) '19 San Francisco, Cal. Academy of Sciences. pap. 25 c.

Whinnery, James Everhart

Blue Eye to Berlin; amazing war record of Chevalier McCann, a twentieth century Marco Polo, traveler and strategist; fiction marvelous almost as fact, ed. by Uncle Blair. 224 p. D Oakland, Cal., J. E. Whinnery, 2306 San Pablo Ave. pap. \$1

White, Gershom Franklin

American foulbrood. 46 p. il. pls. O (U. S. Dept. of Agric. bul. 809) Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 15 c.

The Publishers' Weekly

60 West 45th Street, New York

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In Zones 1, 2, 3, 4, and 5.....	\$6.00
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Eighth page	6.50
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Advertising copy must reach us Monday noon—earlier if proof is desired out-of-town. Forms close Wednesday night.

Under the headings of "BOOKS WANTED" and "BOOKS FOR SALE" subscribers are charged 15c a line (no charge for address); non-subscribers 20c a line, address extra. Bills for this service will be rendered monthly. Objectionable books are excluded as far as they are noted.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis, or otherwise, should put [Cash] after their firm name. The WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

Under "HELP WANTED" or for other small undisplayed advertisements, the charge is 20 cents a nonpareil line. No reduction for repeated matter. Count seven words to the line.

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Standards of Practice of Business Papers

As a member of The Associated Business Papers the PUBLISHERS' WEEKLY is pledged to the following code of business ethics.

The publisher of a business paper should dedicate his best efforts to the cause of Business and Social Service, and to this end should pledge himself:

1. To consider, first, the interests of the subscriber.
2. To subscribe to and work for truth and honesty in all departments.
3. To eliminate, in so far as possible, his personal opinions from his news columns, but to be a leader of thought in his editorial columns and to make his criticisms constructive.
4. To refuse to publish "puffs," free reading notices or paid "write-ups"; to keep his reading columns independent of advertising considerations, and to measure all news by this standard: "Is it real news?"
5. To decline any advertisement which has a tendency to mislead or which does not conform to business integrity.
6. To solicit subscriptions and advertising solely upon the merits of the publication.
7. To supply advertisers with full information regarding character and extent of circulation, including detailed circulation statements, subject to proper and authentic verification.
8. To co-operate with all organizations and individuals engaged in creative advertising work.
9. To avoid unfair competition.
10. To determine what is the highest and largest function of the field which he serves, and then to strive in every legitimate way to promote that function.

RARE BOOKS, AUTOGRAPHS AND PRINTS

Auction Calendar

Monday, June 28, 1920, at one o'clock in the afternoon. Americana, including many rarities and first editions (No. 104; Items 599) Heartman's, East 24th Street, New York.

Catalogs Received

Fine Arts, the Classics and Books from Private Presses. (No. 4; Items 855) Dunster House Bookshop, Cambridge, Mass.
Fine Library Sets of Standard Authors. (No. 104; Items 167) Estate of George D. Smith, East 45th Street, New York.
Rare Americana. (No. 930; Items 1087) C. F. Libbie & Co., Bedford Street, Boston, Mass.
Rare Books and First Editions. (Items 1670) W. & G. Foyle, Ltd., Charing Cross Road, London.
Rare, Curious, Occult, Masonic and Miscellaneous Books. (No. 50; Items 537) John Metcalfe-Morton, Ye Olde Booke Shoppe, Duke Street, Brighton, England.
Rare and Interesting Books. (No. 468; Items 368). Henry Young & Sons, Ltd., South Castle Street, Liverpool, England.
Recent and Standard Editions, Shop Soiled and Ex-library Copies. A. C. Curtis Ltd., High Street, Godalming, England.
Scarce and Interesting Books. (No. 55; Items 640). William J. Campbell, Chestnut Street, Philadelphia.
Six Hundred Pamphlets, Broad-sides, and a Few Books Written in the English Language and Relating to America. Charles F. Heartman, East 24th Street, New York.
Varied Collection of Books. (No. 558; Items 1820). Charles Higham and Son, Farringdon Street, London.

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BOOKS.—All out-of-print books supplied, no matter on what subject. Write us. We can get you any book ever published. Please state wants. When in England call and see our 50,000 rare books. **BAKER'S GREAT BOOKSHOP, 14-16 John Bright Street, Birmingham, England.**

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Correspondence solicited

Judging from the English trade papers the mail service of Great Britain and the Continent, like that of this country, is in very bad shape. It has steadily grown worse since the close of the war and there does not seem to be any improvement in sight.

Charles Fred Hartman, bookseller of this city, in an introduction to a notable catalog of Americana just issued, complains at length of the "negligence of collectors in regard to Americana." There is much truth in his comments, but the present season has shown great improvement in this respect and perhaps there is no line of collecting in which prices are advancing faster than that of very rare Americana. The tendency is in the right direction and the immediate future is pretty sure to show great changes.

A remarkable print collection consisting of plumbago, pen and ink, colored pencil drawings, miniatures, also a comprehensive series of prints and autograph letters relating to Richard Cosway, R.A., the property of Francis Wellesley, will be sold at Sotheby's June 28 to July 2 inclusive. The portrait drawings and miniatures are probably the most notable ever offered for sale. Many of the finest were on exhibition for some years at the Victoria and Albert Museum where they were the subject of a special catalog. The Cosway collection is of course unique comprising portraits of Richard and Maria Conway; letters and manuscripts, by them or relating to them, trial proofs and first states of prints after their portraits, beside a particularly fine collection of original miniatures by Cosway.

Many small consignments have been combined and sold at the Anderson Galleries preparatory to concluding the sales of the season. On June 8 and 9 an interesting collection of old and modern English literature, standard works, and first editions from a New York collection was sold. On June 14, 15 and 16 the library of Thomas Maynan, of this city, with a large number of small consignments, consisting of early English literature, Americana, first editions of American and English authors were sold. On June 21, 22 and 23 miscellaneous books from various collections were sold, concluding the season at the Anderson Galleries. These collections contained few rarities, being mainly good books of moderate value. These sales to the end were well attended and prices well maintained.

One of the most important sales of autograph letters and manuscripts of this season, in this country or England, consisting of consignments from Sir Stephen Coleridge, of London; Louis Anteuil, of Canada; Henry Goldsmith, of this city; and others, will be held by Stan V. Henkels, in Philadelphia,

RARE BOOKS, AUTOGRAPHS AND PRINTS

July 1. The collection includes fifty letters from Benjamin Franklin to Mary Stevenson, of London; over twenty letters and documents by General Washington; ten letters and documents by Abraham Lincoln, and fine letters of Charles Lamb, Tom Hood, Lord Byron, Percy B. Shelley, Robert Fulton, General Grant, John Paul Jones, Gen. Robert E. Lee, Edgar Allan Poe, Voltaire, many of the presidents of the United States, statesmen, and generals of the Revolutionary and Civil Wars. The manuscripts include Burns's poem "Lines to Mary Cruikshank," the eighth canto of Lord Byron's "Don Juan"; several short unpublished poems by Eugene Field; two of Bret Harte's most famous novels, "Maruja" and "Cressy"; Jefferson's notes for a biography of George Wythe; Edgar Allan Poe's short story "The Domain of Arnheim," the first three books of Pope's "Essay on Man"; Anna Seward's "Monody on Major André"; autograph copy of Smith's national hymn "America"; manuscript of Robert Louis Stevenson's "Amateur Emigrant" and "Across the Plains"; Swinburne's poem "The Mill Garden," and others. Among an interesting group of association books is a copy of "Dialogues of the Uses of Foreign Travel," London, 1764, from the library of Thomas Lynch, Signer of the Declaration of Independence, with his autograph on the title page and inside of cover. The presentation copies include books with inscriptions by Charles Dickens, Henry Crabb Robinson, Samuel Taylor Coleridge, Oscar Wilde, Mrs. Piozzi, Bayard Taylor and others. There are documents signed by Mary Queen of Scots, Queen Elizabeth, James II., William Penn and other great characters. There are also many documents of the greatest historical interest relating to the Revolutionary War, the War of 1812, and the Civil War. Mr. Henkels has printed liberal extracts from the many letters and has made a catalog of extraordinary interest.

F. M. H.

Couturiere a Bookseller

A new angle on book advertising is shown in a display in a fashionable women's gown shop on East Forty-Sixth Street, New York, a display that has been connected up with Wallace Irwin's new book "Trimmed With Red," recently published by Doran. In the window are several gowns of the most fashionable type, and the sign reads "Mary Walls introducing a new fashion trimmed with red, inspired by a book with the same name." The books are displayed below in the window, and the combination causes many people to stop, caught by the interesting, if arbitrary, connection between books and fashions.

Mail Clerks, Watch Out!

Australia and New Zealand letters require 5c. postage

Mail clerks in our publishing houses appear to be careless in placing the postage on foreign letters. A publisher's representative in Melbourne recently registered this protest:

"For a long time we have been receiving letters with two cent stamps on, and we have been regularly taxed three pence (six cents) on each one received. As a rule 80 per cent of the U. S. A. letters to us have short postage on them, but the limit was reached to-day when we had to pay *extra on every letter received* in a big mail. On a low estimate the 1600 letters received yearly at 3d each cost us £20.00. May we ask you to see that we are protected against this loss in the future?"

One way to check this tendency to thoughtlessness is to instruct the typist in addressing envelopes to put the figure 5 where the stamp goes. Another plan is to insist on all foreign mail being separated before the stamp affixing begins, and hold the chief mail clerk responsible for errors. A third method would be to have the typist affix the stamp on each foreign envelope when the typing is finished.

Recent Motion Pictures Based on Current Novels

These pictures have been selected for listing by the National Board of Review of Motion Pictures:

Felix O'Day, Pathe, H. B. Warner.
From the F. Hopkinson Smith story.

Out of the Storm, Goldwyn, Barbara Castleton.

Adapted from the novel "The Tower of Ivory," by Gertrude Atherton.

Passion's Playground, First National, Catherine McDonald.

From "The Guest of Hercules," by C. N. and A. H. Williamson.

Return of Tarzan, The, Goldwyn, Gene Fowler.

Picturization of Edgar Rice Burrough's society and jungle melodrama.

Sherry, Pathe.

George Barr McCutcheon's novel of romance, adventure and mystery.

Silver Horde, Goldwyn, Myrtle Stedman.
Alaskan drama of business by Rex Beach.

Simple Souls, Pathe, Blanche Sweet.

Story from the novel by John Hastings Turner. English comedy drama.

White Dove, The, Robertson-Cole, H. B. Warner.

Adapted from the novel by William J. Locke.

White Lies, Fox, Gladys Brockwell.

Adaptation from the French marriage drama by Charles Reade.

Woman Gives, The, First National, Norma Talmadge.

Romance based on the novel by Owen Johnson.

THE WEEKLY BOOK EXCHANGE

Books Wanted and For Sale

BOOKS WANTED

William Abbott, Tarrytown, New York
Running Blockade, Taylor.
Nan of Block, Runner Wilkinton.
Rural Essays Downey.
Rural Hours, Cooper.

Aldus Book Co., 89 Lexington Ave., N. Y. C.
Fantastics, Ed. Rostrand, trns by Fleming.
The Science of the Emotions.
Woodworking, Ed. Hasbuck, Pub. Mackay.
Harvard Classics, Five Foot Bookshelf, Cheap.
Zola, Good set.
Am. Book Prices Current; 1905 to 1915, 1917 & 1918.
The Body Snatcher, Stevenson, Murrain Violet Series.
Child's Garden of Verse, authors ed. Scribners, 1885.
Sex and Character, Weininger.

Allegheny County Law Library, 9th Floor, City-County Bldg., Pittsburgh, Pa.

Public Utilities Reports:

Ariz. Ry. Comm., 1909, 1911.
Conn. R. R. Comm., 1853-54; 1854-55; 1856-57; 1859; 1861; 1867 and Spec. 1876.
Dakota, Terr. R. R. Comm. 1887; 1888.
Ga. R. R. Comm., 1893.
Ky. R. R. Comm. 1880. 1882; 1884.
Me. Bd. of R. R. Comm. 1858; 1858; 1861 to 1869 both incl.; 1875.
Mass. Gas & Elec. L. Comm. 1886; 1887.
Miss. R. R. Comm., 1909-11.
Mo. R. R. Comm., 1876, Spec. Rept.
Neb. Transp. Bd. 1887; 1889 to 1896, both incl.
N. H. R. R. Comm., 1845; 1846; 1847; 1848; 1853; 1854; 1856; 1859; 1860. 1877.
S. Dak. R. R. Comm., 1891-92; 1901.
Wis. R. R. Comm., 1883.
Wyo. Pub. Serv. Comm., 1914-16.
Rate Research, vol. 2.

Session Laws:

Ala., 1831-32, 1840-41.
Ark., 1850-51; Nov. 1861; Nov. 1868; 1871.
Fla., June 1845; 1860-61; 1863-64; 1864-65. 1870; May 1870.
Idaho, 1866-67; 1868-69; 1872-73.
Neb., Dec. 1855.
New Mex., 1851-52; 1855-56; 1856-57; 1859-60; 1860-61; 1863-64; 1864-65; 1865-66; 1867-68. 1868-69.
Laws of Territory, "Kearny Code," Sante Fe, Oct. 7, 1846, 1 vol.
Laws of Territory, 1851, Sante Fe, 1852, 1 vol. English editions.
N. Car., 1817 and 1818, pub. & priv.
Oregon, 1860 Gen.; 1862 Spec.; Dec. 1865, Gen. & Spec.

W. H. Andre, Suite 607 Kitteredge Bldg., Denver
Complete edition of Parkman, Frontenac preferred.
Justin McCarthy, History of our own times.
The Four Georges.
Putnam's, Federal edition of Hamilton.
The Cassell edition of Dante's Inferno, Purgatory and Paradise.
American Silver Museum of Fine Arts, Boston, Sheffield Plate, Vieth.
Anthology of Magazine Verse, 2 vols., Brathwaite.

W. M. Bains, 1213 Market St., Philadelphia

Sherard, Life of Oscar Wilde.
Jewish Encyclopedia.

The Baker & Taylor Co., 354 4th Ave., New York
Whyte, Melville, Riding Recollections, Longmans.

Wm. Ballantyne & Sons, 1409 F St., N. W., Washington, D. C.

Scherer's, History of German Literature.

Baptist Standard Publishing Co., 701 Slaughter Bldg., Dallas, Texas

A Typical Mission in China, Soothill.
Gifford, Everyday Life in Korea.
China in Law & Commerce, Jernyan.
Moody's Evangelistic Sermons, latest ed., 1g. vol.
Colquhoun's, China in Transformation.
Expository Preaching, Plans & Methods, Meyer.
Chinese Education from the Western Viewpoint, Yen Sun Ho.
Yung Wing, My Life in China & America.
The Awakening of China.
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N. J. Bartlett & Sons, 28 Cornhill, Boston, Mass.

Modern Swimming, Brown.
Repudiation of State Debts, Scott.
Early English Lyrics, Chambers and Bullen.
London, 1907.
Popular Mechanics, Sept. and Oct., 1915, June, 1916.

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Fundamentals of Christianity (2 vols.), Caird.
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Dead Letters, Baring.
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 Anatomy for Artists, Fan.
 Mom Uncle Barbusson (in English).
 Herb Garden, Bordswell.
 Modern Instruments and Methods of Calculation, 4 pub. by Bell & Son, London.
 English Architecture, McCarty.
 Domestic Architecture of England during the Tudor Period, Garner.
 Out of the Silence, 6, Rhoades.
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 Practical Cost Keeping for Contractors, pub. Walker.
 Bacchae, trans. by Murray.
 Bagot's Anthony Cuthbert, 2 copies.
 Stevenson, Thistle Edition, Vols. 7, 22, 23, 24, 25, 26 and 27.
 People of the Polar North, Rasmussen.
 Cahn's Theatrical Guide, 1914.
 Genealogy of the Trowbridge Family.
 The Brooklyn Museum, Eastern Parkway and Washington Avenue, Brooklyn, N. Y.
 Toledo Museum of Art, Bul. vol. 1.
 The Cadmus Book Shop, 312 W. 34th St., New York
 Chronological Chart of History, Sebastian Adams.
 Campion & Company, 1313 Walnut St., Philadelphia
 Gem Stones, H. F. Herbert Smith.
 Gardens of Italy, Latham, 2 vols.
 John Verney, Vachell.
 Lay Anthony, Hergesheimer, 1st ed.
 C. N. Caspar Co., 454 East Water, Milwaukee, Wis.
 Fallows, Mormon Menace.
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 Sharp, Foundry Practice.
 George M. Chandler, 75 E. Van Buren St. Chicago.
 Brangwyn, Spirit of the Age.
 Melville, Omoo.

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Freeman, Historical Essays, Vol. 4.
 Atlantic Monthly, March, 1914.
 North American Review, Nov. 1919.
 Ingalese, History & Power of Mind.
 Liljencrants, Spiritism and Religion.
 Bullen, Idyls of the Sea.
 Bullen, Men of the Merchant Service.
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 perfect copy, cheap.
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 Casket of Poetic Gems.
 Norris, Moran of the Lady Letty.
 Bendire, Life History of N. A. Birds, 1892.
 Same with 7 plates, 1895.
 Cousins & Riley, Wood Carver of Salem.
 Gentry, Nests & Eggs of Birds of U. S., 1882.

The Arthur H. Clark Co., Caxton Bldg., Cleveland, O.

Culbertson (Lewis R.), Genealogy and Supplement.
 South in the Building of Nation, 12 vols.
 Ill. State Hist. Soc. J., vol. 1, 2, 3.
 Life and Light for Heathen Women, 1870.
 Rupp, Early History of Western Pa.
 Remy, Journey to Great Salt Lake.
 Jennings, Debate on Campbellism, Nashville, Tenn.
 Nineteenth Century (London) 1914, Aug.
 Fowler, J., Of Adventures from Ark. to Source Rio
 Grande.
 Lincoln Life and Works, Cen. Edn. 9 vols.
 Hunts Merchants Mag., Vols. 20, 21, 23, 24, 25, 26, 30,
 31, 32, 40, 42, 43, 44, 46 to end.
 N. Y. Herald, Daily ed., 1841, 1846, 1848.

Columbia University Library, New York

S. Freud, Selected Papers on Hysteria, 1912, 2nd, ed.
 enl.
 Dreyfus, Five Years of My Life.
 Hollingworth & Poffenberger, The Sense of Taste, '17.
 T. W. Higginson, Studies in Romance (Works U. S.).
 Willoughby, Territories & Dependencies of the U.
 S., 1905.
 F. M. Halsey, Railway Expansion in Latin America.
 F. S. Todman, Brokerage Accounts.
 Puck, Vol. 1-4.
 A. P. G. A. Tardieu, France and the Alliances, 1908.
 MacMaster, School History of the U. S.
 J. C. Stobart, The Grandeur That Was Rome.
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 Brill, Psycho-analysis, 2nd ed., Saunders, 1914.

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way, New York City.

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Science of Logic, Rickaby Longmans.

The Public Library, Detroit, Mich.

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George Dewey, 119 Summit St., Toledo, Ohio

Book of Lessons on Real Estate, Joyce, Cross Co., Chicago, about 1910.
Origin of All Religious Worship, Dunuis.

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The Life of the Universe, Arrhenius.
Matter and Some of Its Dimensions, Carr.
Ry. Co-Operation, 1899, Longstroth.
State Aid to Rys. in Mo., Million.
Economics, Henry Dunning Macleod.
Elements of Banking, Henry Dunning Macleod.
Theory of Credit, Henry Dunning Macleod.
Theory & Practice of Banking, H. Dunning Macleod.

E. P. Dutton & Co., 681 Fifth Ave., New York

Burroughs, Notes on Walt Whitman, 1871.
Treves, The Cradle of the Deep.
Davis and Williamson, Woman in Gray.
Herndon, (W. H.) Abraham Lincoln.
Imprints, Osgood, 1882.
Kipling's India, A. L. Munson, Doubleday Page & Co., 1915, 1st ed.
McConnell, Evolution of Immortality, 1902.
McFee, Letters From an Ocean Tramp.
Melville, Moby Dick, Everyman's Library, cloth.
O'Connor, Good Grey Poet, N. Y., 1866.
Secret Court Memoirs, Henry, 4th vol.
Stockton, Adventures of Captain Horn.
Times History of the War, vol. 6.
World's Work, Dec. 1912.
Whitman, Leaves of Grass, 8 vol. Washington, 1871.

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Teeth of the Tiger, Le Blanc.
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The Lost World, Conan Doyle.
Cardinal Newman, R. H. Hutton.

H. W. Fisher Co., 207 S. 13th St., Philadelphia

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Haydn, Dictionary Dates, Putnam.
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Clouston, Lunatic at Large.

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Brown, Gould, First Lines of English Grammar.
Chopin, Kate, Bayou Folks.
Daudet, Tartarin of the Alps, Routledge ed.
Florida, Hist. of, by Fairbanks, Phila., 1871.
Gardner, Tom, Quick, Chicago, 1888.
Hamilton, Alex., Life of, by his son, vol. 2 or set.
Haven, Gilbert, Pilgrim's Wallet, N. Y., 1866.
Holmes, Autocrat, 1st ed. and 1881 ed.
Kans. Hist. Soc. Coll. vols. 1 and 2.
Locksley Hall, trans. Eben, Phila., 1871.
Mayflower Descendant, vol. 6, Nos. 2 and 4.
Nicolay & Hay, Lincoln, 10 vols.
Orton, James, Andes & the Amazon, New York.
Pocumtuck, Housewife, 1805 or 1897.
Prescott, Bell's Electric Speaking Telephone.
Sandy Springs, Md., Annals of.
Senate Ex. Doc. No. 17, 41st Congress, 3d Session.
Sewall's Diary, 3 vols.
Shea, J. G. Hist. of Mississippi Valley, 2 vols., 1903.
Quinlan, Tom Quick, Indian Slayer, 1851, New York.
Walsh, W. S., Pen Pictures of Modern Authors, New York, 1882.
Warfield, Kentucky Resolution of 1798.
Whitman, Leaves of Grass, 1855, orig. Pref.
Younghusband, Col., Forbidden City.
Genealogies, Batchelder, Pierce.
Buckminsters, Eliza B. Lee.
Halsey, Thomas, Hertfordshire & L. I.
Harrison's of Skimino, Harrison.
Howell, John, & descend., Howell.
Howland, gen.
Seldens of Virginia, Kennedy.
Stockton, Stockton, New York, 1909.
Walker, gen., 1896.

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Grolier Club Year Books, 1894, 1897, 1898, 1902, 1907, 1908, 1909, 1910, 1911, 1916.
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Washington, Letter Press ed., Putnams.

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Mill, John S., Autobiography.
Ewing, Six to Sixteen, 4 copies.
Brown, Two College Girls.

Paul Hunter, 401½ Church St., Nashville, Tenn.
Heitman's Historical Register of Am. Revolution.
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The Identity of Romanism and Paganism.
The Worship of the Dead.

The H. R. Huntting Co., Springfield, Mass.
Set of Century Dictionary, 1911 ed.
Our Wonder World, 10 Vols., Shulman & Co., Chicago.
Holland, Builders of United Italy.

Hurst & Co., 114 E. 23rd St., New York
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The Story of the Candlesticks, Victor Hugo.

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Architecture, March 1916, July, Sept., Oct., Nov., Dec. 1919.
Arch. Forum, Dec., 1918, Oct., Nov., 1919.
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Bulletin 451, Howland Bancroft, Reconnaissance of the Ore Deposits in Northern Yuma County, Arizona
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Records of Big Game, Rowland Ward, 1914.

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Little, Brown & Company, 34 Beacon St., Boston
 Elements of Political Economy, Thomson, Porter and Coates, 1881, or later ed.

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 Weber, Memoirs of Maria Antoinetta, 3 vols., London, 1805-12.
 Collection de Cent Silhouettes, A. Gotha, 1791.
 Brown, Wm. H., Portrait of Gallery of Americans, 1845.
 Miller, Joaquin, Memorie & Rime.
 Elliott, Carolina Sports, 3 copies.
 Lincoln Tribute Book, with Medal, Krans, N. Y., 1909.
 Weems, M. L., The Philanthropist, Dumfries, Va., 1799.
 Weems, M. L., True Patriot, Portrait, Phila., 1802.
 Weems, M. L., Onania, June 1792.
 Brochure, Feb. 1895 and Jan., 1903.
 New York Sporting Magazine, vol. I, N. Y., (ca. 1883)
 Melville, Herman, Moby Dick.
 Melville, Mardi or a Voyage Thither, 2 vol.
 Lewis & Clark, Dayton, O., 1840.
 Forrester, Frank, Warwick Woodlands, Peterson.
 Keimer, Sam., Brand From the Burning, 16 mo., London, 1718.

Macaulay Bros., 78 Library Ave., Detroit, Mich.
 Short Manual of Comparative Philology, by Peter Giley, 1913 ed.

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 Froissart's Chronicles, 12 or 16 mo., issued late 1700's.
 French, H., Early American Silversmith's and Their Marks, Walpole Society, 1917.
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 Moore, Geo., 1st eds.
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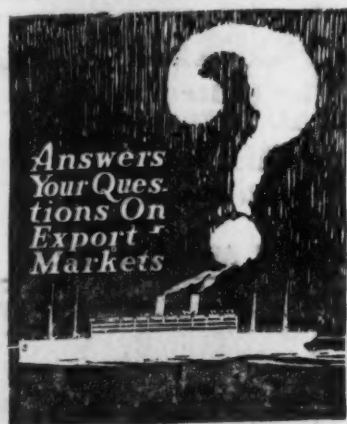
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